

# American Artisan

Founded 1880

The Warm Air Heating and Sheet Metal Journal

Vol. 97, No. 12

CHICAGO, MARCH 23, 1929

\$2.00 Per Year

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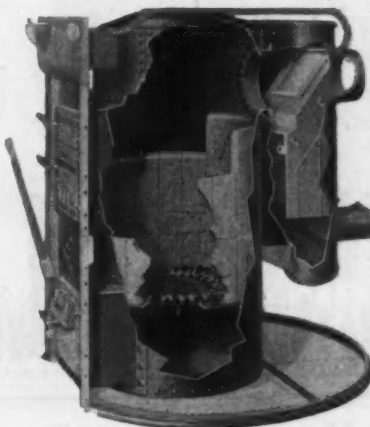
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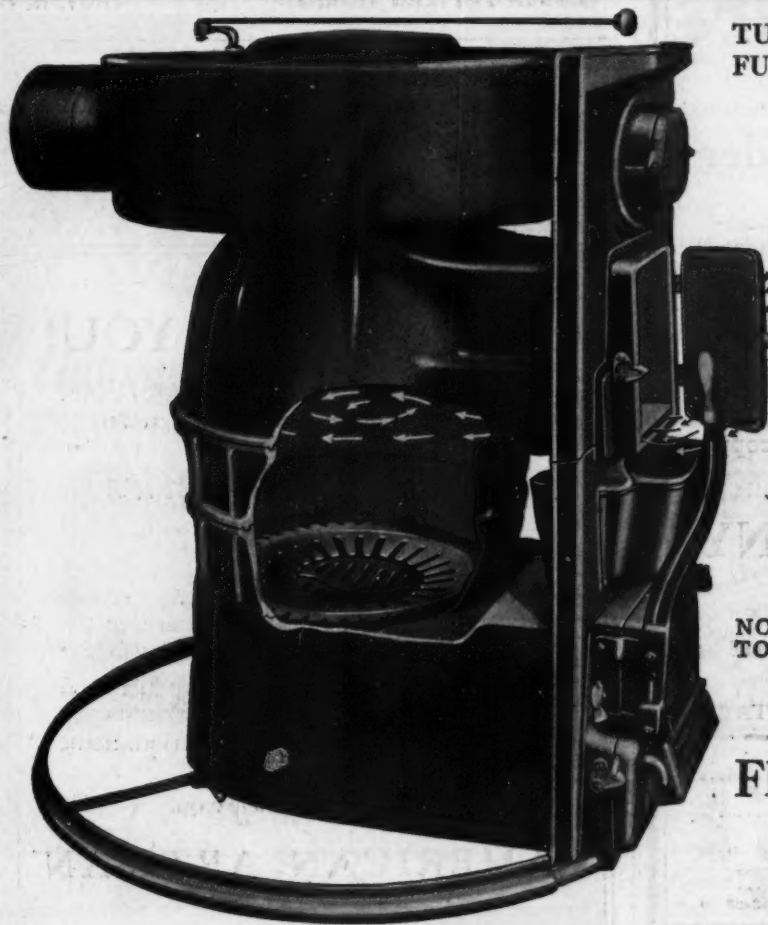
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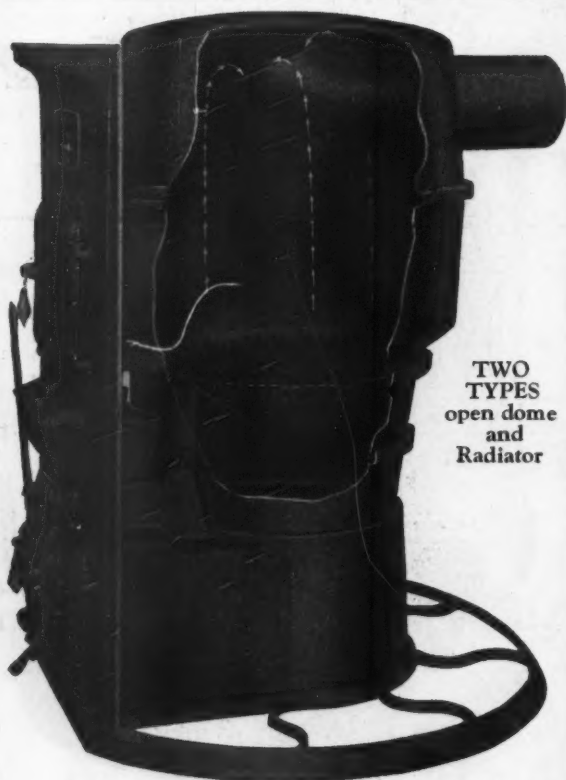
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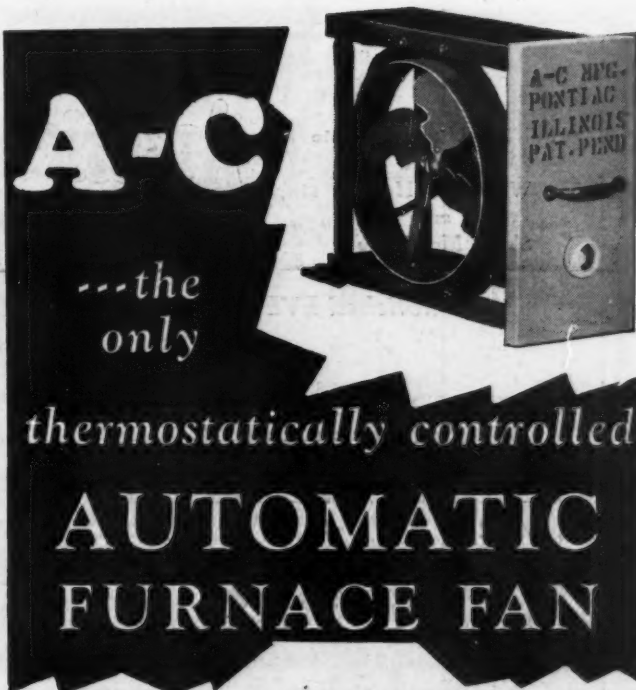
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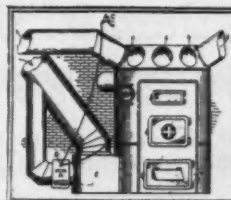
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Founded 1880

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Warm Air Heating  
and  
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# American Artisan

The Warm Air Heating and Sheet Metal Journal

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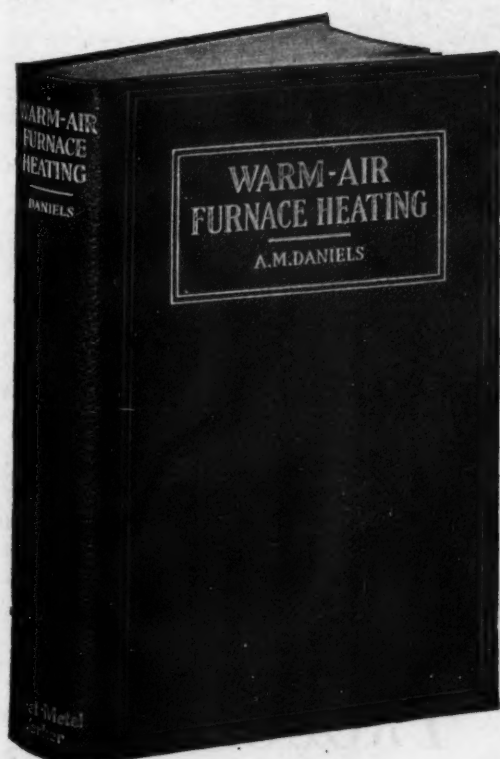
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### TROUGH



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# American Artisan

The Warm Air Heating and Sheet Metal Journal



Vol. 97

CHICAGO, MARCH 23, 1929

No. 12

## An Association Makes Progress in Proportion to Willingness of Members to Support Its Actions

### Why Michigan Sheet Metal Association Is Successful Not Hard to Determine

THE Michigan Sheet Metal and Roofing Contractors' Association is just about as successful an organization as there is in the sheet metal profession—in a word, a “going concern,” as the advertisements say.

No doubt the thought occurs: Why is this body of men successful? Why are they not floundering along like a lot of other groups, getting nowhere and doing nothing for their membership? The reason is obvious. In the first place they have willed to stick together. They firmly believe that they can make the sheet metal business better for themselves in a collective way than they could ever hope to do individually.

There is another reason why this Michigan group is so successful. And that is that they have had the nerve to employ not only a paid secretary, but an assistant secretary as well, which costs the association in salaries and traveling expenses every year in the neighborhood of \$6,000. This secretary and his assistant are sheet metal men who know and understand the sheet metal business and its needs. They are men who understand the art of secretaryship, if you please, and that of conducting the affairs of an organized body efficiently, so as to obtain the greatest good for the greatest number.

An illustration of how this association works may prove interesting. At a recent convention at Flint, Michigan, the Flint sheet metal men expressed themselves as being very much chagrined at the conduct of

some of the members. It seems that one Detroit contractor had gone into Flint and had taken a job away from the Flint men. The matter was called to the attention of the offending contractor in the presence of all the contractors assembled in

---

*The Michigan Sheet Metal and Roofing Contractors' Association has a habit of doing things which other men think impossible of accomplishment. The matter of passing a resolution to remain in their own territories is one of those unusual things. Men in other parts of the country think it is impossible to enforce this ruling.*

*We're betting on the Michigan association. It will be interesting to watch this experiment with human nature, in order to see whether a group of men associating themselves together for the common good of the industry can succeed in doing things which appear to be impossible to other men.—The Editor.*

---

the meeting. Said offending contractor got to his feet, acknowledged that he had taken a job out of Flint, but stated that he had no idea that such action was frowned upon by members of the association, but readily agreed to conform.

Following this the association went on record with a motion to the effect that it considers the acts of

contractors who go into the territories of other contractors as poor ethics and bad practice. And that it is only fair that if the contractor wants a certain job in any certain town outside of his own territory, he should first get in touch with the contractors in that town and appraise them of the reasons why he feels that he should be allowed to have the job.

You can readily conceive of sheet metal and warm air heating contractors doing things like that in the state of Michigan. Those boys have the correct conception of what co-operation means. They are not afraid to make sacrifices in the way of money or business for the good of the cause. They are not afraid to take off their coats and work for the good of the other fellow.

The fact that their association treasury does not show a very large balance at the end of the year does not cause them to worry. They are glad when that condition exists, because they know that the association is accomplishing the things it set out to accomplish at the beginning of the year. They are not in their association for the purpose of saving money, but rather to spend certain money for the betterment of the industry in general. When the officers show that that is being done, the members are satisfied.

Other state associations have spent a lot of time talking about the need for a paid secretary. But when it comes to getting down to doing something about it, they all balk, be-

cause down in their hearts they are not sold on the idea of an association. They are not willing to make the money sacrifice necessary to put the thing over. In other words, they are so short-sighted that they cannot see that no man given the job as secretary without remuneration can afford to spend his time working for the association gratis. He can't pay his rent or his living expenses that way. And if he were in a position to live without working, he would much prefer to spend his winters in Florida or California than to be grubbing away for an unappreciative group of sheet metal men.

No, there are certain things that can be done better by collective effort than by the individual. But the association needs a man to devote his entire time to the job. If he is the right kind of a man and is paid enough to make it worth his while to spend all of his time working for the association, he will make his business to conduct the affairs of the association in such a manner that it will produce the desired results for the members. Indiana found that out. Ohio had to come to it.

The secretary of an association cannot be expected to discharge the duties of his office in an adequate manner unless he is devoting his entire time to the job. Being the secretary of any organization which draws its membership from so large a section as an entire state, is a full time job, as can be easily illustrated. Suppose, for instance, that a matter comes up which requires the presence of a representative of the association in the state capital. Can a part time secretary be expected to put aside his own work and pay his own expenses to the Capital? Is he the only one that is supposed to make personal sacrifices for the good of the industry? No, you can't blame him for letting all matters that he can't handle at night or an occasional afternoon go unattended, unless the members of the organization think enough of it to support a regular secretary in a manner befitting the dignity of that office.

Nine out of every ten men do not believe in the power of an organization to help them in their businesses, irrespective of the number of demonstrations to the contrary they have had.

Immediately after the Michigan association had taken the action they did with regard to contractors going out of their own territories, I wrote to some fifteen or twenty sheet metal men that I supposed were real honest-to-goodness association men in other states. In my letter I apprised them of the action taken by the Michigan association regarding men going out of their own immediate territories for business and asking what their reaction to such a movement would be. What their reaction were is found below.

The way the Michigan men feel about it is that for a contractor in one city to go to another city ten, fifteen, twenty or fifty miles distant for business only lays that contractor open to a lot of grief. This refers to cities, of course, that support contractors whose equipment is adequate for any kind of work that might arise in that city.

It stands to reason that a contractor doing business in the city, having adequate equipment to take care of any kind of a job that might arise in that city, can do the work much more economically for the public than a contractor coming into the city from outside.

The Michigan men have apparently sold the general contractors pretty well on this idea, consequently they have less trouble with the matter of bid peddling by general contractors than almost anyone else. Those men use common sense reasoning in the conduct of their businesses. They don't take business which on the face of it is bound to net them a loss even if they do complete the job in record time. Therein they are wise. If they can't see their way clear to make a fair profit on a job at the outset, they turn the job down, which is more than a lot of sheet metal contractors doing business around the country can truthfully say.

### What the Reaction of Men in Other Parts of the Country Is

George Harms, one of the most widely known association workers in the country in the warm air and sheet metal industry made the following comment:

"The question that you ask me is a rather delicate proposition to answer. The action of the Michigan Sheet Metal and Roofing Contractors Association is all right in a manner—but to the aggressive and progressive sheet metal contractor who desires to enlarge his business it may be considered as a handicap.

"If our business could be so conducted that the number of contractors of each city or community would be governed by the amount of business that actually can be had in such territory, then it would be very unwise for outsiders to invade other territory, or for anyone to go beyond certain described limits. Such a condition does not exist and can not be expected.

"Therefore contractors are actually forced to bid on work that may help to keep their shop busy. We, therefore, must accept the conditions as they arise; if the relations between sheet metal contractors in different communities are congenial, then such bidding can be carried on with perfect harmony.

"The local contractor naturally has an advantage over one coming in from the outside; but if, through association or otherwise, an occasional check up is made to assure that all are figuring quantities, labor, overhead, etc., along the same line, then such competition cannot harm anyone, but shows the general contractor or consumer that the sheet metal contractor is bidding and figuring intelligently and that their bids are about in line.

"My attitude in this matter is brought about from the fact that we conduct a fairly large general sheet metal shop, and are requested by general contractors to figure on building work; also from the fact that there is hardly enough of this class of work in our own city. We must go into competition with other



sheet metal contractors in the larger cities around us.

"It, however, always has been our policy to figure work away from the city on the same basis as we do the home work, adding expenses, railroad fare, board, etc.

"I believe we have not created any ill will with our competitors, as in this manner we are always considered good competition."

Otto Geussenhainer, Prange-Geussenhainer Company, Sheboygan, Wisconsin, whose opinions are eagerly sought by all Wisconsin sheet metal men, replies as follows:

"If the business of sheet metal or heating contractor be controlled entirely by the said contractors, I would say: 'Have a gentlemen's agreement by all means.' However the public also has a word to say, and if Mr. Public of Grand Rapids wants a heating contractor from Grand Haven to do his work, or if the Architect in Detroit who prepares plans for Mr. Public in Lansing invites the heating contractors of Detroit to figure on the job, the best planned gentlemen's agreement will fail.

"When the public adopts a code of ethics, and ceases to buy from catalogue houses, selling heating apparatus, or from chain stores selling furnaces all over the states or from catalogue houses selling all sheet metal products direct to the consumer then the public may be willing to let the sheet metal and heating contractor put over a gentlemen's agreement."

Joseph Gardner, Sheet Metal Contractor of Indianapolis, Ex-President of both the Indiana Sheet Metal and Warm Air Heating Contractors' Association and of the National Association of Sheet Metal Contractors, is short and snappy in his comment. He writes as follows:

"Replying to your favor of yesterday in reference to the Sheet Metal and Warm Air Heating Contractors confining their business to their own territory or neighborhood would suggest that the same would be quite all right, but as every one is eager for business, it is almost an impossibility."

W. A. Fingles, Sr., Baltimore, Maryland, the man is doing more than any other one man to make the coming convention of the National Association of Sheet Metal

Contractors at Baltimore a success, thinks that an idea of this kind is impractical and therefore, cannot succeed. It remains to be seen. We will know next year.

## *National Warm Air Heating Association to Meet in Indianapolis in April*

*Plenty of Time Allotted for All Activities — Even Golf*

THE National Warm Air Heating Association will take its annual meeting to Indianapolis, Indiana, April 9, 10, and 11, 1929. The Claypool Hotel will be headquarters, and the secretary of the association, Allen W. Williams, is broadcasting an invitation to everyone in the warm air heating game to attend the meeting.

A special program has been arranged for this meeting which is designed to include all phases of the industry. A special appeal is being made to get the furnace dealers to the meeting. Take a look at the following program and you will see that it will be to your benefit to attend this meeting:

### **Tuesday, April 9, 1929**

10:30 a. m.—Call to order. Indianapolis Welcomes Us, Past President Miller, Indianapolis Chamber of Commerce.

President's message.

Annual reports of officers.

"Profit or Loss," W. B. Burruss, Washington, D. C.

### **Afternoon Session**

2:00 p. m.—Call to order.

"The Domestic Automatic Stoker," K. C. Richmond, St. Louis, Mo.

"Standard Code Matters," Prof. J. D. Hoffman, Chairman Code Committee, Purdue University.

"Gas for Home Heating," H. B. Johns, Chicago.

Arrangements have been made for those who desire to inspect the famous Butler Field House at the conclusion of Tuesday afternoon session.

This building is one large room containing one million cubic feet and is heated by warm air furnaces. The installation is unusual, and the per-

formance of the plant very remarkable.

### **Wednesday, April 10th**

"The Installation and Use of Oil Burners in Warm Air Furnaces," F. G. Sedgwick, Minneapolis, Minn.

"Our Better Business Activities," I. L. Jones, Chairman Better Business Committee.

Jack Stowell, Field Representative.

Meeting for Association members only.

1:30 p. m.—Call to order.

"Furnace Costs," S. V. Dunkel, Chicago, Ill.

"Our Publicity," H. T. Richardson, Chairman Publicity Committee.

Executive Committee report.

Election of Officers.

6:30 p. m.—Banquet—Claypool Hotel—Informal and delightful.

All attending the convention are cordially invited and expected.

Special entertainment program.

### **Thursday, April 11th**

#### *Research Session*

10:00 a. m.—Call to order—C. M. Lyman, Chairman of Research Committee, presiding.

"Our Research Work," C. M. Lyman.

Research Developments, Prof. Willard, Prof. Kratz, Asst. Prof. Quereau.

Round Table discussion.

This session will conclude at the pleasure of the meeting.

### **In Reference to Golf**

We will have the use of one or two of the best courses in the country. Full information will be given at the meetings. There will be plenty of time for golf without missing a single thing on our convention program.



# Sheet Metal Contractor of Today Must Be Primarily a Merchandiser—Mechanical Skill Rated Lower

*Contractor Himself Picks Class of People from Which He Gets Business*

**H**OW can I interest my prospective customers in my goods and services and discourage their buying direct from the factory? That was the burden of a letter which a sheet metal contractor from a small community wrote in a week or so ago.

The majority of these men who write in or who are thinking along the same lines are unpolished diamonds; they are gems of the mercantile group, capable of a high de-

gree of polish and efficiency of service, but requiring much persuasion and effort to bring their true qualities to the sunlight of modern efficiency.

The fact that they write in to us or discuss matters of this kind indicate that they have come up against a problem which is taking them somewhat off their feet.

Like death and taxes, there is another thing that is certain, and that

is that modern life is vastly more complicated than it ever was before. There are so many, many ways in which the attention of folks is being attracted here and there and everywhere that the man who formerly believed that all he had to do was anyone else to get the business is to make a better mouse trap than finding himself left pretty much alone. A great many sheet metal contractors are having difficulty in interesting customers in their goods and services, because they do not realize that people no longer need to beat paths to their doorsteps.


The business man of today has got to have more than just skill in doing some kind of mechanical work. He must be primarily a merchandiser. If he is a merchandiser, it makes little difference whether he has mechanical skill or not, because mechanical skill is not such a rare commodity that it cannot be purchased every day in the week. Too many men lose sight of this fact, thinking that because they are experts in the matter of making anything in the sheet metal line that they deserve the cream of the trade without further effort. They may deserve the cream of the trade, but it is not primarily because they are expert mechanics.

To get business today demands first of all that the contractor must attract attention to himself and his business. He must project his business and himself, figuratively speak-out over the highways of public traffic so that he will surely be seen and not only seen, but understood as well. He must dress up his showroom and shop so that he can be easily found when wanted, and then tell people he is there, not once or twice or half a dozen times, but constantly. People forget easily and must be continually reminded.

But that is only the beginning.

**SPRING  
1929**

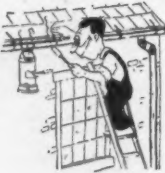
**DEAR HOMEOWNER:**



**THIS WINTER'S ICE HAS BEEN  
VERY HARD ON GUTTERS, DOWN  
SPOUTS — TIN ROOFS, ETC. ~ ~**

**MAYBE YOU ARE WORKING OVERTIME  
CATCHING WATER IN A BUCKET — OR  
FIRING THE FURNACE FROM A BOAT.**





**LET US REMEDY THE SITUATION  
BY MAKING NEEDED REPAIRS.**

**A CARD IS ENCLOSED FOR YOUR CONVENIENCE.  
NO STAMP NECESSARY — MAIL IT TODAY.**

**SINCERELY YOURS**  
**JACK STOWELL**

This is a Reproduction of a Circular Letter Mailed to His Customers by Jack Stowell, Aurora, Illinois, Soliciting Spring Sheet Metal Business. This is One of a Series of Such Letters. Note Generous Use of White Space and Large Easily Readable Type, Also Note Type of Illustrations

After all, the whole thing resolves itself into the old problem of salesmanship. It's all in the way you sell 'em. People like to be sold on the articles and services for which they pay their money. And the success or failure with which you meet in your enterprise will depend upon whether or not you are successful in selling the idea of using your products and service to the public. Salesmanship is the art of making people want the thing or service which you have to sell. And to that we hasten to add, provided they have a need for it. For it is the wise man who attempts to sell where there is a real need for the service.

Translated into terms of the sheet metal business, that statement would mean that it is up to the sheet metal contractor to sell the home owner on the idea of buying his products and services in preference to going to a lumber yard or to a mail order house for the material and doing the work himself. It should be easy for a sheet metal contractor to do this. The very nature of the service which the product is to render requires considerable skill in the application, and this skill is not possessed by the ordinary layman. For the ordinary layman, therefore, to apply conductor piping or downspouting can mean only that it will not be correctly done and hence its service rendering ability and length of life will be greatly shortened.

That is the difference between the man who attempts to sell on a price basis and the contractor who talks quality workmanship and dependability of service.

We must not overlook the fact that there are in every community two classes of buyers—the bargain hunters and those who recognize the value of real service and are willing to pay for it. The contractor himself picks the type of his clientele. It doesn't just happen of its own accord. Every intelligent person knows that no man or company can conduct a business without making a profit, and when a contractor places his cards on the table and shows the prospect why it is more desirable to have his work done by

a reliable house that is willing to stand back of its materials and workmanship, he has little difficulty in getting the business.

So, in answer to the man's question of how he can interest his prospective customers in his products

sociation held their annual election on Wednesday, March 13th, and elected the following officers: Homer Selch, president; Paul West, first vice-president; Joseph Kress, second vice-president; Abraham Arnold, third vice-president; Harry

CHECK DATE AND TIME MOST CONVENIENT FOR US TO CALL													
MAR			APR			MAY							
S	M	T	W	T	F	S	S	M					T
1	2	3	4	5	6	7	8	9	10	11	12	1	2
10	11	12	13	14	15	16	17	18	19	20	21	22	23
17	18	19	20	21	22	23	24	25	26	27	28	29	30
24	25	26	27	28	29	30	31	1	2	3	4	5	6

Please Inspect Gutters — Downspouts  
Metal Roofs—Valleys—Flashings, Etc.

If repairs are needed give recommendations and estimate of cost. It is understood this does not obligate me in any way.

Name \_\_\_\_\_

Phone \_\_\_\_\_ Address \_\_\_\_\_

House at \_\_\_\_\_ Tenants Name \_\_\_\_\_

This Card Accompanied the Circular Letter on the Opposite Page. Note How Everything Is Worked Out for the Convenience of the Prospect. Such Effort as This Does Succeed in Getting the Business and it Deserves to Succeed

and services, let it be said that one of the best ways of doing this is to bring his place of business up to the modern standard of expectancy of the public as regards its physical appearance. Let him be sure that he is handling a line of merchandise that will stand the test of time. Then let him take the trouble to keep the right folks constantly reminded that he is in business to serve them, insuring them that he deals in nothing but quality of workmanship and materials—the application of the right kind of salesmanship. That is the method of getting business which is accepted by all successful companies today.

The two accompanying illustrations show one progressive contractor's method of getting spring business. You will note that he is taking the initiative.

#### Homer Selch Becomes President Indianapolis Sheet Metal Contractors

The Indianapolis Sheet Metal and Warm Air Heating Contractors' As-

B. Peterson, secretary; James A. Thomas, treasurer. Directors, Frank Doyle, Edward Daufel, Guy Lefforge, Richard Fletemeyer, Jos. C. Gardner and Wm. Laut. Executive secretary, Paul R. Jordan.

The regular meetings of the association fall on the second and fourth Wednesdays of each month. The officers and directors with the heads of important committees meet on the intervening Wednesdays, and the first of these meetings was held March 20th.

The Indianapolis association is working actively toward establishment of the best possible relationship between various elements of the trade, and with this in view have called a meeting of their newly elected officers together with representatives of the Indianapolis jobbers. The date had been tentatively set for Tuesday, March 19th. This will take the form of a noon-day luncheon. Several of these meetings have been held in specially chartered rooms at the Athenaeum and have proved pleasant and valuable to all who attended.

# Dust Pan Construction Requires Considerable Skill and Ingenuity

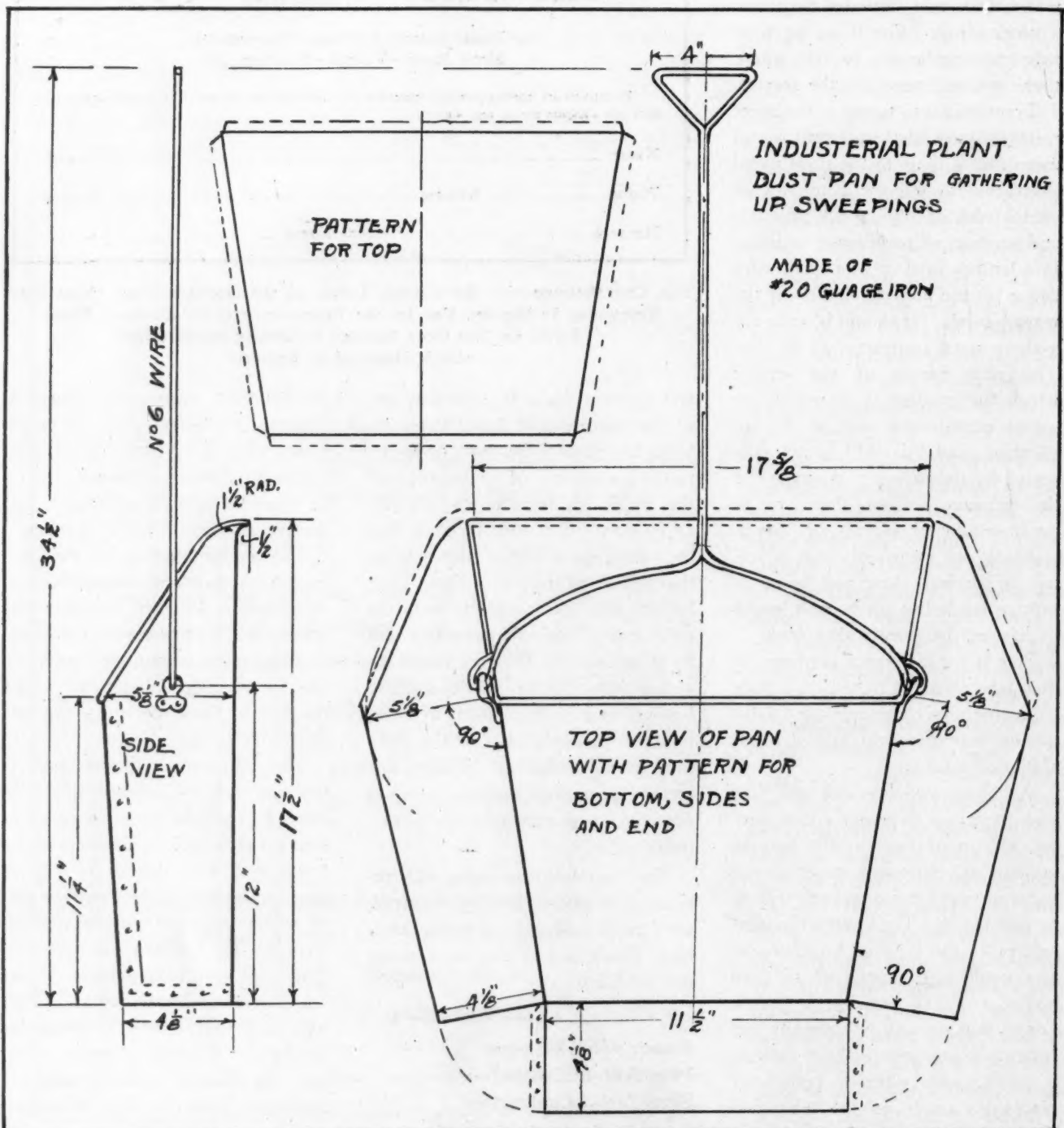
*Accompanying Text and Illustration  
Show How Pattern Is Laid Out*

By O. W. KOTHE, St. Louis Technical Institute

**M**ANY SHOPS can pick up a little business among the different manufacturing plants by making specially constructed dust

pans much as we show in this drawing. The dust pans met with by most shops are in factories, is a very poor excuse for being around

metal shops—often being no less than a piece of scrap metal with which the helper picks up rubbish. Such pans as we show here can also



Patterns for Dust Pan



be used in woodworking factories, cabinet shops, as well as many of the other factories where buffeting and grinding of various sorts is done.

The development of the patterns for such a dust pan is very simple, especially when following measurements we show in this drawing. Here the top view shows the size of the bottom as well as the width of the top and bottom, and the length is indicated by the side view. A heavy wire is enclosed along the top edge which gives firmness and prevents the metal from buckling. First put down the details shown in front and side elevation according to measurements and then it will be observed that the bottom of the top view is already a pattern. To this we can add the sides as indicated and make provisions for wire as well as riveted joints. The pattern

for the top is also a flat piece of metal which can be copied direct from the top of elevation with edges allowed for bending over and riveting, as the side view shows in the illustration.

The matter of assembling is very easily done as well as making of the handle where a pair of ears are riveted on in the position shown, and a long wire handle is provided. By means of this handle the pan can be dragged along the floor or carried as desired and the rubbish remains in the back of the dust pan so it does not need to be emptied every little while.

Readers who are apprentices in Shops would do well to try their hand at this problem and make something for the Shop even though it is of a smaller size. It is experience and is also a useful article about the Shop.

## *Franklin D. Hohler Rises to Ownership of Firm Which Gave Him His First Job*

*Entire Industrial World of Sandusky, Ohio, Congratulates Young Business Man*

A RECENT issue of the *Sandusky, Ohio, Register* carried many congratulatory advertisements of firms doing business in that city, the occasion being the advent of Franklin D. Hohler as the new owner of the J. Mertz Manufacturing Company, manufacturers of sheet metal products. Among these congratulatory advertisements and prominently placed was that of the Beckwith Company, Dowagiac, Michigan, makers of the Round Oak furnace, which the J. Mertz Manufacturing Company handles.

At the death of John Mertz, Mr. Hohler had been with the company for 13 years. It was his first job and during that time he had so applied himself that he rapidly advanced to the position of foreman of the plant. By this time he was thoroughly familiar with all phases of the work carried on by the company, and so at the death of Mr. Mertz he purchased the entire company from the former owner's

estate and will conduct the business in much the same manner as it has been conducted in the past. The fact that so many Sandusky companies expressed congratulations upon Mr. Hohler's advent as the new owner of the company shows that he is well thought of in the business world of Sandusky.

The John Mertz Manufacturing Company has had a long and successful career in Sandusky. It was organized by John Mertz, although the family had been associated in sheet metal industry for many years, Jacob Mertz, father of John Mertz, starting the business. John Mertz became associated with his father soon after completing his course at Buckeye Business College. In 1884 a partnership was formed with his brothers under the firm name, J. Mertz & Sons.

John Mertz remained with this firm until the death of his father, a period of 35 years. After the death of Jacob Mertz, the John Mertz

Manufacturing Co. was formed and the present building, now owned by Hohler, was erected.

John Mertz was also prominent in civic clubs in Sandusky and served as a member of the Chamber of Commerce committees. He formed the A. Feick Realty Co., operator of Feick Flats and Mertz Apartments.

The rise of young Hohler to the head of Mertz Manufacturing Co. in the short period of 13 years is regarded as unusually rapid, signifying initiative and close attention to business.

### **Kentucky Ladies' Auxiliary Holds Election of Officers**

The Ladies' Auxiliary of the Sheet Metal and Roofing Contractors' Association of Kentucky had their annual dinner, meeting and installation of officers at the Y. W. C. A. recently.

The following officers were installed:

President, Miss Georgie Merrick (re-elected).

First vice-president, Miss Virginia Hutchison.

Second vice-president, Mrs. Jacob Bailen.

Treasurer, Miss Dorothy Harpring.

Secretary, Miss Mary O'Leary.

Chaplain, Mrs. O. E. Hutchison.

Guard, Mrs. C. Harpring.

Reporter, Mrs. Ray Schatt.

The following week Miss Olive Hutchison entertained in honor of the new officers with a tacky party. She had a wonderful party and everyone had a very good time.

The ladies are making great plans for June. We hope to make a very good showing this year.

### **Are You a Director of Illinois Sheet Metal or Travelers' Auxiliary?**

A joint meeting of the directors of the Illinois Sheet Metal Contractors' Association and the directors of the Illinois Travelers' Auxiliary will be held at the Jefferson Hotel, Peoria, March 23, at 1:30 p. m.

## WHO'S WHO, WHERE!

PORTLAND, ORE.—The Metal Products Corporation has been chartered, with a capital of \$10,000, by E. K. Oppenheimer, D. Pichette and F. C. Howell.

DUBUQUE, IA.—Geisler Brothers have been awarded the sheet metal and roofing contract for Clark College building in that city.

LOS ANGELES, CAL.—The Chernik Sheet Metal Works, 2006 Temple Street, has been awarded the sheet metal work contract for apartment hotel building of Monarch Hotel, Inc., in that city.

Theodore C. Van and Wm. C. Hart have engaged in business at 1406 De-Long Street, under the name of New Era Heating & Ventilating Co.

The De Luxe Wall Heater Co. has engaged in business at 2510 South Grand Avenue, under the management of F. S. Smith and Robert H. Morris.

TACOMA, WASH.—The capital stock of Holladay & Edworth, Inc., sheet metal works, has been increased to \$15,000.

PORTLAND, ORE.—The Campbell-Hensley Sheet Metal Works, 907 Alberta, has the sheet metal contract and the Levin Furnace Co., 525 East Broadway, the furnace contract for residence of Chas. T. Grace.

MINNEAPOLIS, MINN.—The Vrooman-Cook Co., manufacturers of ventilating equipment, has purchased a brick factory building at 3122 Snelling Avenue, which is to be occupied jointly by that company and the Day Company, manufacturers of dust collectors, both companies being under the same ownership.

SAWYER, N. D.—Harry J. Larson has sold his heating and tin shop at Watford City, N. D., to John Humes.

FRESNO, CAL.—L. R. Barber and E. Allen Abbott of Tulare, Cal., have formed a company to manufacture heating, cooling and ventilating systems.

SANTA BARBARA, CAL.—The Otto Hardware Co., 727 State Street, has been awarded the sheet metal contract for the warehouse of the Board of Education.

SAN FRANCISCO, CAL.—The National Sheet Metal Co., 3168 Mission Street, has the sheet metal contract for residence of John S. Drew.

TULSA, OKLA.—The Dean & Day Sheet Metal Co., 415 North Main Street, has been awarded heating contract for \$20,000 residence of Virgil Hicks.

LOS ANGELES, CAL.—Emil Brown, 300 East 9th Street, has the sheet metal contract and Forderer Cornice Works, 117 West 9th Street, the contract for metal mandrels for Bullock's Department Store.

The Hodge Sheet Metal Works, 5851 South Broadway, has the sheet metal contract for addition to the Van Nuys building.

CEDAR RAPIDS, IA.—Ilten & Taege, 210 South First Street West, has the heating contract for residence of Bruce A. West.

KANSAS CITY, MO.—The Kornbrodt Kornice Co., 1811 Troost Avenue, has been awarded contract for ventilating and sheet metal work for addition to business building of Kilen's.

INDEPENDENCE, MO.—The Independence Stove & Furnace Co. is adding a 65 x 120 ft. enameling building to its plant.

TULSA, OKLA.—The Looney Sheet Metal Co., 4th and Kenosha, has been awarded the sheet metal work contract for store building of L. S. Randolph.

WASHINGTON, D. C.—W. G. Carrico, 1255 Wisconsin Avenue, N. W., has been awarded the sheet metal work for 10-room addition to Francis Junior High School.

LEXINGTON, KY.—James D. Harper, 742 West Short Street, has been awarded the sheet metal contract for \$150,000 office and dairy building of University of Kentucky.

BIRMINGHAM, ALA.—W. M. Smith & Co. plan adding a sheet metal press to their equipment.

Long Prairie, Minn.

March 17, 1929.

AMERICAN ARTISAN—

Gentlemen:

*As a subscriber to your ARTISAN which I like better than any other paper in this line, I would like to ask a favor.*

*I am opening a tin and plumbing shop in Long Prairie and wish you would put in a notice about it, for I would like to receive catalogs on tinner's tools, such as rollers, crimpers, folders, etc.*

*Yours very truly,*

NICK VISSER

NEWARK, N. J.—E. Behringer Sheet Metal Works, Inc., has been incorporated with \$200,000 capital by John T. Booth, 233 Broadway, New York.

MERIDIAN, MISS.—John Kirkland has been awarded sheet metal contract and also ventilating and roofing contract for moving picture theater of Saenger Amusement Co., Hattiesburg, Miss.

### More Comment on Methods to Remunerate Salesmen

R. C. Read, local sales manager of the Banner-Mahoning Furnace Company, Youngstown, Ohio, wishes to say a few words about the methods of handling salesmen which appeared in a recent issue of AMERICAN ARTISAN. He writes as follows:

"We read with interest the plans of E. C. 'Buck' Taylor and the others as to how to handle salesmen.

"Our experience has been that, regardless of any plan, the average furnace salesman will be in the red before the fall season starts.

"Some years ago we had a man

making the far west. He wired in for money and as his sales were very few, we ignored the telegram. Ten days later we got a letter from him stating that he was still in the town and requested twice the original amount. We sent the money at once, as he would no doubt have been marooned there indefinitely.

"Our opinion is that out of ten road men, two will really produce, four will break even and four will lose what the two top men gain. So it makes the sales expense balance up pretty well.

"Is the above statement correct? Let's hear from some more of your readers."

### What About Those Furnace Symbols? Did You Like Them?

In last week's issue of AMERICAN ARTISAN there appeared an article on standard symbols for the warm air heating industry. We would like to have some comment on these symbols with the purpose in mind to get constructive criticism of them. If you have any ideas or objections to the set shown, let us have them. This is a splendid idea and should be given consideration.



Pennsylvania Sheet Metal Contractors' Association, Hotel Brunswick, Lancaster, Pennsylvania, April 2, 3 and 4, 1929. Secretary, W. F. Angermeyer, 7253 Frankstown Avenue, Pittsburgh, Pa.

Sheet Metal and Roofing Contractors' Association of Kentucky, Tyler Hotel, Louisville, Kentucky, April 8, 1929. Secretary, L. D. Stiglitz, 123 West Main Street, Louisville, Kentucky.

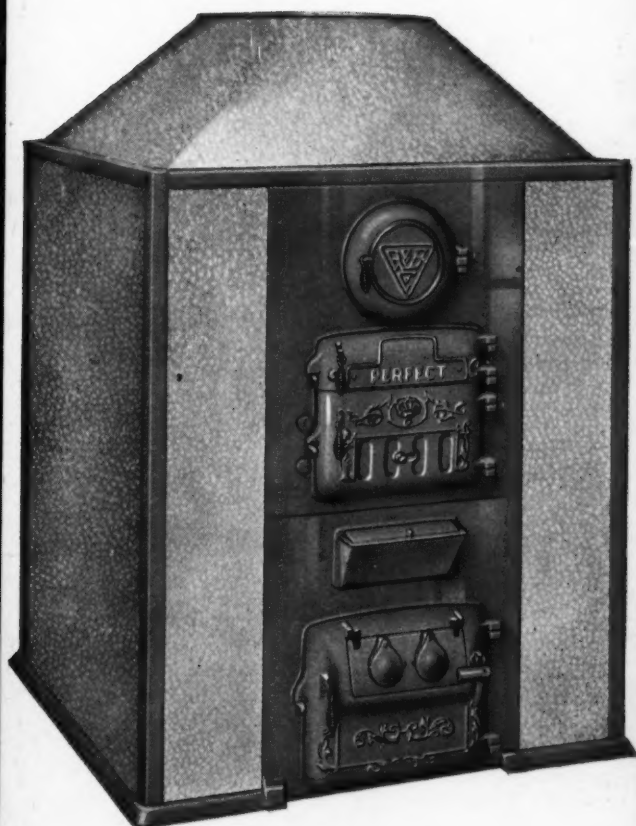
National Warm Air Heating Association annual meeting, Claypool Hotel, Indianapolis, April 9, 10, 11, 1929. Secretary Allen W. Williams, 174 East Long Avenue, Columbus, Ohio.

American Oil Burner Association convention and exposition, Hotel Pennsylvania, New York City, April 9, 10 and 11, 1929. Trell W. Yocum, Managing Director, has headquarters 342 Madison Avenue, New York.

Illinois Sheet Metal Contractors' Association, April 16, 17, 18, 1929, Peoria, Illinois. Secretary, Ralph W. Poe, 44 White Court, Canton, Illinois.

New York State Sheet Metal Contractors' Association, April 26 and 27, 1929, at Utica, New York. Dayton Hessler, secretary, 913 North State Street, Syracuse, New York.





this marks You  
*modern!*



**RICHARDSON**

*Square Cased Warm Air Heater*

**S**PECIFYING this good looking heater will identify you as a modern installer. And yet you're taking no chances. You know it's the same good old Richardson & Boynton time-tested heater inside. Same economy. Same easy handling. Same conservative ratings. Give 'em what they want in modern beauty—and use your own long experience as to what they *need* in heating ability.

**RICHARDSON & BOYNTON CO**

*Manufacturers of "Richardson" "Perfect" Heating  
and Cooking Apparatus Since 1837*

**260 Fifth Avenue New York City  
Utica, N. Y.**

**New York, Utica, Newark, Philadelphia, Boston,  
Chicago, Buffalo, Minneapolis, Cincinnati, Providence  
Detroit**

*Say you saw it in AMERICAN ARTISAN—Thank you!*





Metal Cornice and Canopy Erected on Modern Apartment Building by Rump Furnace & Hardware Company. Note Artistic Lines Made by Downspouts from Canopy to Ground

**L**IKE father, like son! That holds true in the case of the Rump Furnace & Hardware Company proprietorship, Fremont, Nebraska. This company consists of Henry J. Rump, the father, William T., Charles H., Harry, and George Rump, the four sons, all of them sheet metal, warm air heating and business men of the highest type, as is evidenced by the fact that

their company has enjoyed unusual success over a period of years in cornice, skylight, and heavy sheet metal work, in addition to an annual installation of more than a thousand warm air furnaces. They handle the Rudy furnace. The reason for the success the firm has had is that it makes opportunities for itself.

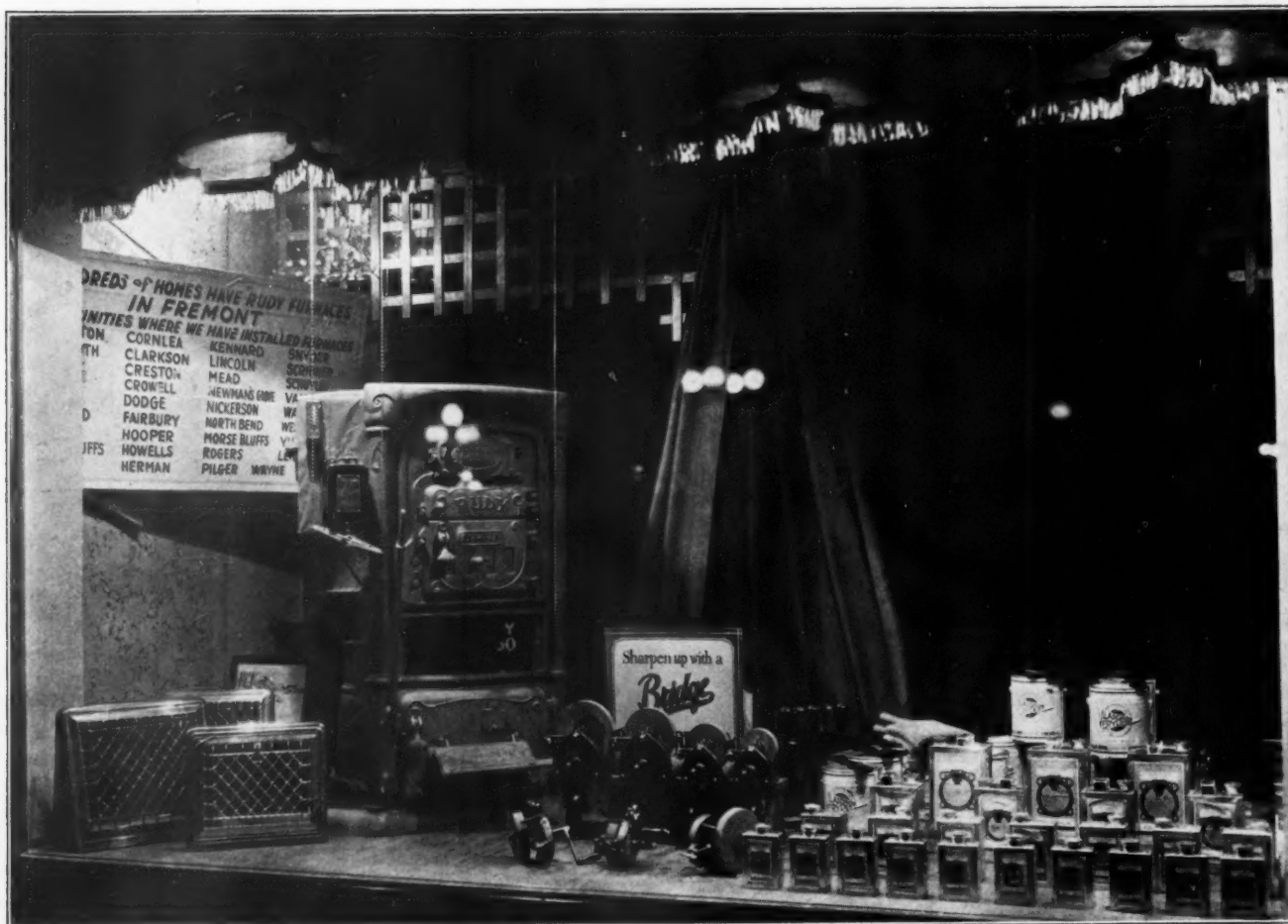
Many folks have the mistaken idea that college professors are

# SHEET METAL AIR FURNACES

There to  
Employ

Says H

nuisances and at best necessary evils to be endured only because they are necessary evils. The Rumps of Fremont, however, do not labor under any such misconception of the value of a college professor. They assume the atti-



One of Many Attractive Window Displays Staged by Rump Furnace & Hardware Company. Note List of Satisfied Users of Warm Air Furnaces Placed in Window Where All Can See

# METAL AND WARM FURNACE BUSINESS

*to Be Had If Contractors Will  
by Proper Methods of Securing It*

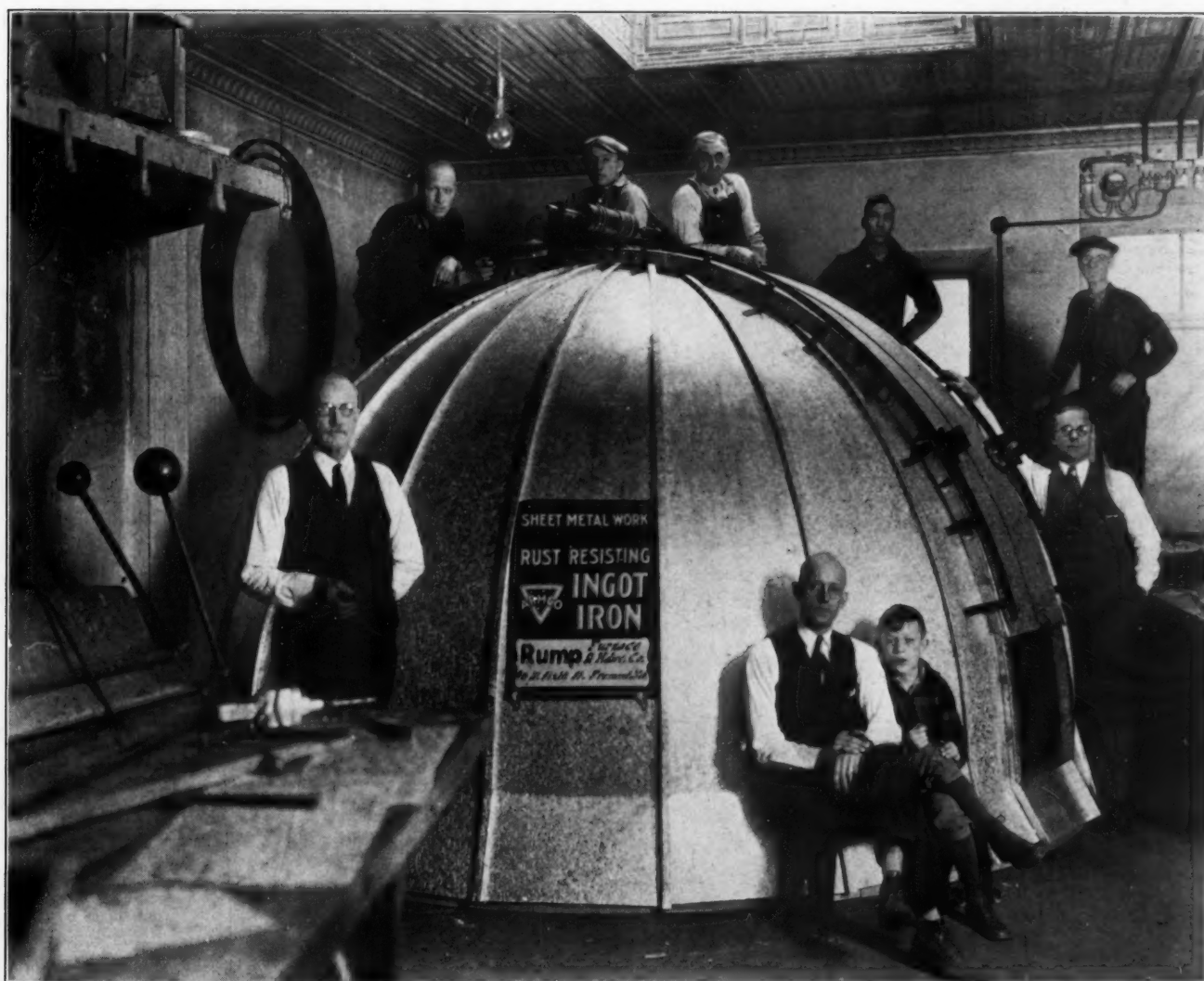
Henry J. Rump, Fremont, Nebraska

By **GEORGE DUERR**

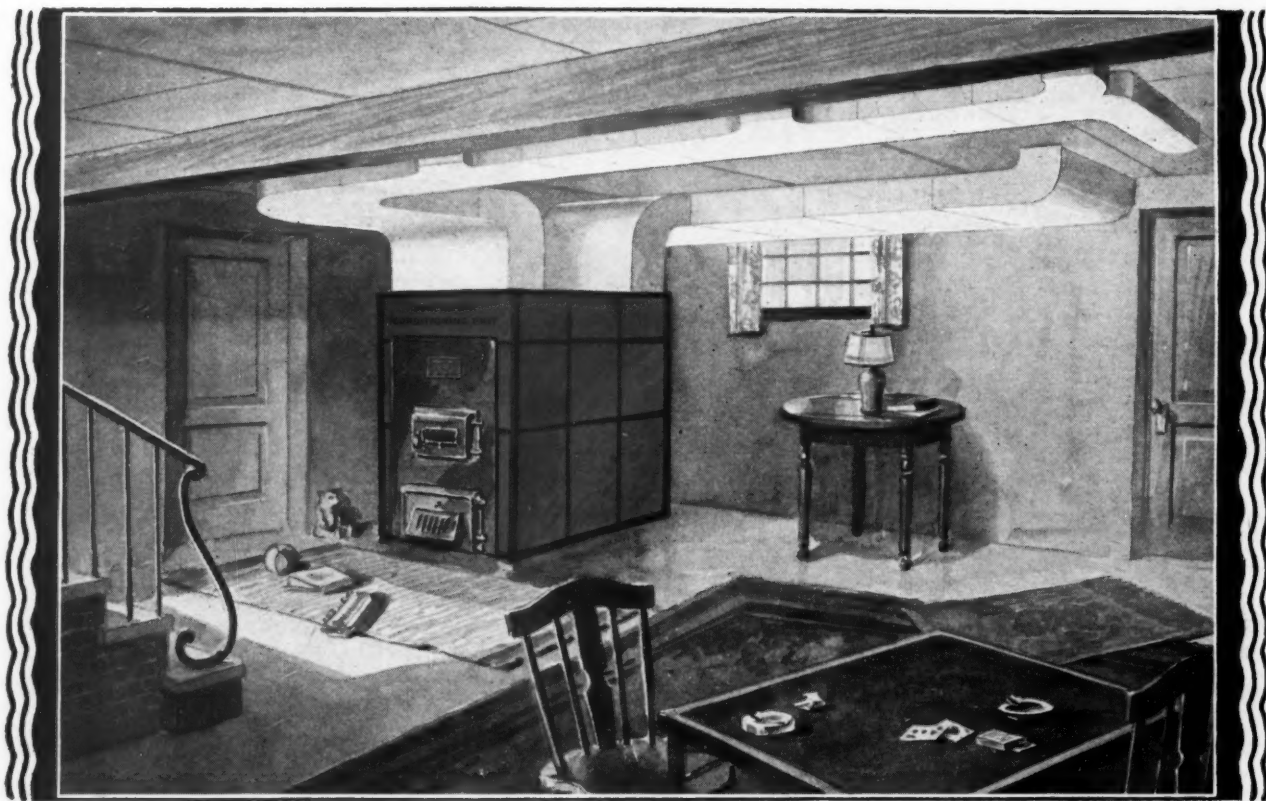
tude that anyone who has the ability  
to think has potentialities and, there-

fore, value to the community, and it  
only remains for the business man

to harness this power and put it to  
work.



Sheet Metal Observatory Dome Constructed in the Sheet Metal Shop of Rump Furnace & Hardware Company and Erected by Them on Observatory of Midland College Six Miles from Fremont, Nebraska. Dad Rump and the Four Sons, Charles, William, Harry and George, Are All Present in the Illustration



## Are you ready to sell this Better Idea?

### *A message to furnace dealers who want to make money*

People do not make big money simply selling things.

The real money of the world is made by selling Ideas.

An Idea is really simpler to sell than any article money can buy.

For example, when you sell a *Furnace* you sell the *Idea* of *Warmth* and *Comfort*.

The buyer pays for labor for castings, casings and pipes and registers but he really is trying to buy *Warmth*.

That is the *Simplest* form of *Furnace Selling*.

It is the least profitable form of *Furnace Selling*, because he can buy *Warmth* in so many ways. Many people are trying to sell him *Warmth*.

So long as you let him think only of *Warmth* you open the doors to cut prices and little or no profit.

But suppose you sell him "*Air Conditioning*" instead of mere warmth.

Then, suppose you tell him what modern *Air Conditioning* means to his family and himself in *health* and better living conditions.

Then you begin to sell him a better and bigger *Idea*—and you instantly step out of the price cutter class.

And then you expand the idea and show your prospect that *Air Conditioning* means—

1. Clean air—(Reed Filtered).
2. Humid air—moist air.

3. Air in motion—not stagnant—but air circulated by mechanical means.

4. Frequent *Air* changes—at least four per hour.

5. *Air* of the right temperature infallibly delivered to where it is wanted—quickly.

And then suppose you are able to guarantee a temperature of 70° in *any* room.

And practically even heat from floor to ceiling. Warm air at ankle height for silk stockinged women.

Warmth at the floor where *baby* lives.

And now suppose you show him—not an old-fashioned warm air furnace but a *Forced Air Conditioning Unit* with square lines—a new type heating machine—modern in every respect—new—up-to-the-minute—a unit designed to meet today's demand for something better.

Do you think you could sell such a unit—with air conditioning equipment built in?

There will be several such units on the market before long.

Is your furnace maker ready with one? What progress is he making? Ask him.

It is important for you to know this if you are to make money.

These advantages of the new air conditioning units are being talked about everywhere.

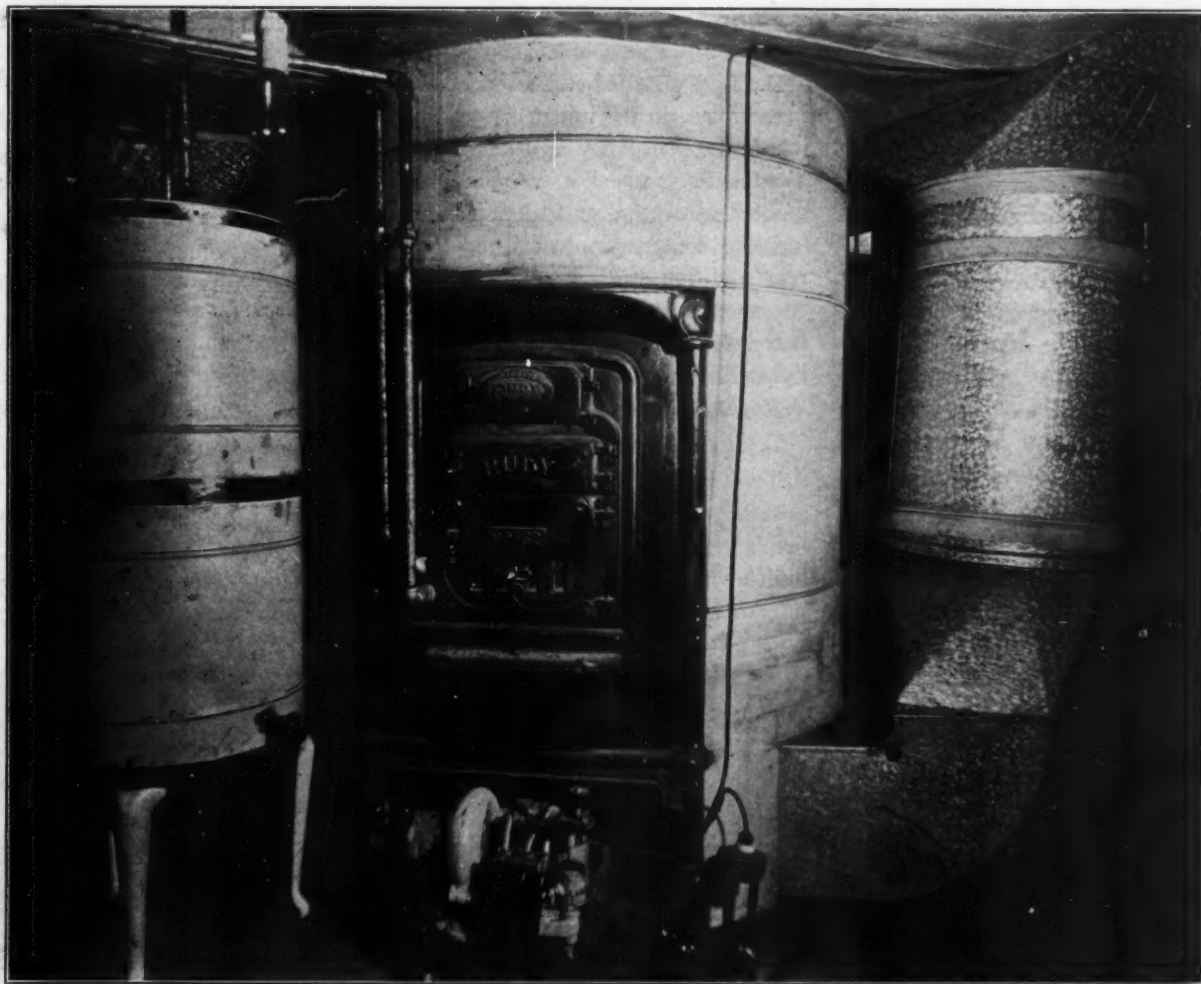
What will happen to you if *your* competitor has them and you do not?

Ask your *Furnace* manufacturer about it.

THE WARM AIR FURNACE FAN COMPANY • 6521 Cedar Avenue, Cleveland, Ohio

*Say you saw it in AMERICAN ARTISAN—Thank you!*





One of the Oil-Burning Warm Air Furnace Installations Recently Installed by the Rump Organization. Last year They Sold Over a Thousand Installations

### Success in Business All in the Attitude You Assume

The Rump Furnace and Hardware Company recently completed a practical demonstration showing how the thoughts of a college professor can be made to produce business for the sheet metal contractor.

Even star gazing, in their minds, can be made to create business if gone about in the proper manner.

A short time ago some of the professors of Midland College, located six miles northeast of Fremont, Nebraska, decided that since star gazing had become so popular among college professors, they would like to see whether or not they could discover a comet or some star which could be named after their college and thus make them famous. But it seems the college lacked the proper type of observatory for their star gazing activities, and so they set out to see what could be done to allevi-

ate this situation. About this time Mr. Rump came along and convinced the proponents of higher learning that sheet metal was what they wanted and that he could fix them up in fine shape. The result is shown in one of the accompanying illustrations.

The dome is 13 feet in diameter and 7½ feet high. It is constructed from 24-gauge Armco iron. The dome is a perfect sphere and was built by hand under the direction of William T. Rump, foreman of the shop.

Other photographs show the type of cornice work and warm air heating work done by the Rump organization. From the appearance of this it is easy to see why the company is successful.

### Company Established in 1916 with Father and One Son

Something concerning the establishment of this progressive com-

pany may hold a great deal of interest to other warm air heating and sheet metal men.

Rump's Furnace & Hardware Company of Fremont, Nebraska, is recognized today as one of the foremost concerns in its line in the state. And, like the mighty oak, which had its beginning in a tiny acorn, the company has risen from one of the humblest of beginnings.

The firm was founded at Fremont by Henry J. Rump, the father, and Charles, the eldest son, on April 16, 1916. With a mere handful of borrowed capital, it was started with the opening of a modest furnace and sheet metal shop in a tiny 16x24-foot frame shack on Main Street, in a field crowded with more or less long-established competition.

Soon after its establishment, the firm was joined by William, the second son, who is also a practical sheet metal worker, and so soon as they

were out of school, both Harry and George, the two younger sons, came into the concern, to learn the tinner's trade and to have and receive their part in the labors and benefits of the enterprise.

Every member of the firm, therefore, is a practical tinner and sheet-metal worker, each specializing in some particular branch of the business, so that the family quintet forms a complete and perfectly-working organization.

From the very start, success seems to have perched on the new firm's banner. Thus, at the end of the first year's business, a local investment concern became interested to the extent of putting up a new 22x100-foot building, with full basement, near the original location, as a more adequate base for the rapidly expanding business. Thus housed, during the second year, the business grew to such proportions that, at the end of another twelve months, the construction of a 50-foot addition to the new building became imperative.

#### **Company Finally Builds Own Home**

During four more prosperous years—six years in all—Rumps Furnace & Hardware Company conducted its business in that Main street location. Then, in harmony with a policy of progress, which had characterized the enterprise from the day of its inception, a home of its own—a 33x100-foot, two-story brick building, with full basement, near Sixth and Broadway—was purchased. And here, throughout the seven years that have followed, prosperity has continued to smile on the efforts of Henry J. Rump and his four loyal sons.

From year to year, in its original location, the regular stocks of sheet metal and furnaces had steadily been increased, and now, established within a home of its own, complete lines of builders' hardware were at once added. And, the next year following removal to the new location, window glass, paints and oils were also added.

During the third year of occupancy of the new home, a modern front was installed upon the building. Then, in the midst of steadily increasing prosperity, in 1926, a disastrous fire caused a complete remodelling of the structure, including the construction of a 33-foot rear addition, with basement, used for shop purposes. Thus, the firm is today adequately and comfortably housed.

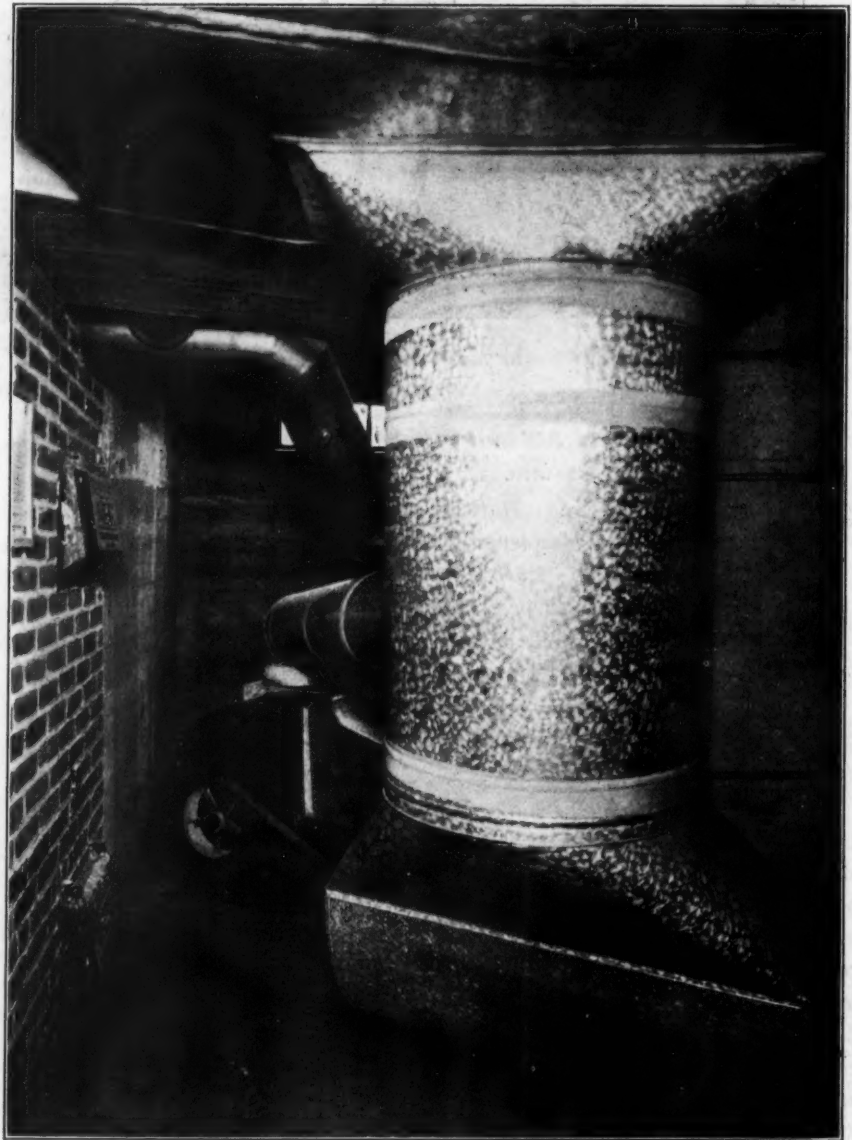
#### **Fan Blast Heating an Important Item Now**

Two years ago still another important addition was made to the firm's regular lines, in the way of built-up roofing and fan-blast heating, in both of which an extensive

and profitable trade is steadily being acquired.

Throughout the period of its existence here, during which time the business of this concern has become spread over the entire eastern half of the state. Rumps Furnace and Hardware Company has handled exclusively one well known make of furnace, The Rudy—of which it is today the chief distributor for Nebraska.

As a mere hint of how favorably this concern's affairs are progressing, let it be noted that, whereas so many other middle-western business houses have shown sharp decreases in business for the past year of 1928, Rumps Furnace & Hard-



**Warm Air Furnace Installation Made by the Rump Furnace & Hardware Company Showing Booster Attachment and Type of Cold Air Shoes and Transitions Used**

ware Company, last year, experienced an actual increase in business of more than 10% over that for the previous year of 1927.

Asked for the secret of his firm's outstanding success, Charles H. Rump, who serves as the firm's sales-manager, said, simply: "It comes through thoroughly knowing our business and properly attending to business." Brief, perhaps, but containing a volume of food for thought.

Beside the five members of the

firm, each of whom, in his particular niche, is constantly active, there are three other men on the payroll, the year 'round, with an additional force of special tanners and sheet-metal workers, etc., often reaching a maximum of fourteen men at the peak of business during the summer months.

All five of the Rumps Furnace & Hardware Company proprietors are among their home city's most substantial and loyal citizens and each owns a comfortable home.

one reason—to bring the furnace dealer out of the alley onto the main street of his town or city.

The many new things that the Midland Furnace Company promises to spring within the next three or four months will be the greatest surprise to both dealers and manufacturers. It will show them that it is possible to merchandise a furnace successfully, proving that a furnace can be sold to the prospect or consumer days and weeks before it is delivered to the dealer. Midland travelers will carry the banner of "Yours for Cleaner Heat," and will act as missionaries of purer, surer and cleaner heat.

Each state and territory covered by this group of merchandising men will be an independent country over which each traveler will reign as king.

With the close of the meeting, plans were immediately put into motion for a bigger and better "Cleaner Heat" convention to be held some time within the course of six or seven months, at which it is hoped that there will be at least fifty or seventy-five of the best furnace dealers in America.

#### **Whitney Metal Tool Company Has Unique Auto Display Method**

The Whitney Metal Tool Company, Rockford, Illinois, have in-

## **Midland Furnace Company Holds First Sales Convention in New Plant**

From near and far Midland travelers gathered at their new quarter-million-dollar furnace plant in Columbus for a three-day sales convention. Every traveler was initiated into the mysteries of new style furnace production. New equipment was explained, new designs shown, and all plans for a widespread campaign thoroughly gone into.

The first day, plans of selling were discussed in the three sessions, all members of the sales force having been given time to state their views on how America is to be "Midlandized."

The second day was divided into two sessions. In the morning fur-

ther sales plans were discussed. In the afternoon advertising and sales co-operation were the topics taken up.

Each member of the traveling staff was appointed advertising manager for his territory, and was instructed to appear on the last day of the meeting with his views on how to handle his own local advertising problems. For the first time in the history of any furnace company advertising will be localized. Each traveler has been coached in the system of merchandising and will have full charge of his local advertising campaigns.

This convention was held for just



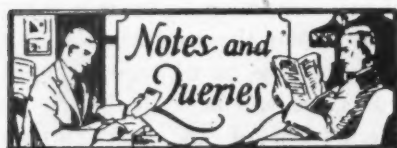
Midland Sales Representatives—Back row, left to right: W. W. Fiala, R. D. Baldrige, Ray Harms, Ralph Kuntz, George Enderley, Glen Holford, D. A. McGraw, G. E. Hawthorne, T. N. Hart, George C. Jordan. Front row, left to right: W. D. Clemens, D. E. McVay, W. J. Fiala, R. C. Walker, J. H. Bazille, John T. Basham, Jesse T. Groves, J. Deane Davis, R. B. Pilkington



augured a unique method of bringing their products to the attention of potential buyers. They are at the present time using an automobile fitted for display purposes, which their representative takes out to call on dealers. When the representative calls on the dealer he turns the car over to the dealer and becomes the guest of the dealer. The idea is attracting much attention and is meeting with such success that the company is arranging to put a second car in the field in the same manner.

The company also expects to put on about \$12,000 or \$15,000 worth of new equipment, some of which will be for expansion and some to replace old equipment that is worn out.

It is also expected that the company will be out with some new and improved models of tools in the very near future. The present line will also be increased.



#### "Red Star" Gasoline Stove

From Arrowhead Sheet Metal Company, 315 Fourth Avenue, International Falls, Minnesota.

Will you please tell us who makes the "Red Star" gravity feed gasoline stove as we would like to get repairs for it?

Ans.—Detroit Vapor Stove Company, Detroit, Michigan.

#### Lawn Mower Sharpening Machine

From J. W. Smith, 901 East Second Street, Madison, Indiana.

Can you tell me who makes a lawn mower sharpening machine?

Ans.—Luther Grinder Manufacturing Company, Milwaukee, Wisconsin; Whitaker Manufacturing Company, 409 South Green Street, Chicago.

#### Retinning

From a Subscriber.

I would like to get some information on retinning ice cream and milk cans. Can you refer me to some firms who can supply me with this information?

Ans.—Retinning Manufacturing Co., 3021 Greeview Avenue; Amer-

ican Retinning Company, 2409 South Wabash Avenue; both of Chicago; and Hopwood Retinning Company, Chicago Heights, Illinois.

#### "Iron Fireman" Automatic Stoker

From W. T. Olin and Son, Perry, New York.

Can you tell us who makes the "Iron Fireman" Automatic Stoker?

Ans.—Portland Wire and Iron Works, Portland, Oregon.

#### Advertising Cuts

From A. Elbling and Sons, 73-75 South Parke Street, Pontiac, Michigan.

Where can I buy cuts illustrating the different branches of our work such as cornices, skylights, metal ceiling, etc., etc.?

Ans.—Advertising Art Service, Meriden, Connecticut.

#### Copper Tubing

From George R. Baker, 414 North Second Avenue, Alpena, Michigan.

Can you tell me where I can get copper tubing 2 ins. diameter and about 3/32 in. thick?

Ans.—American Brass Company, Kenosha, Wisconsin.

#### "Wiss" Tinners' Snips

From T. P. Marks, Lock Box 201, Berryville, Virginia.

Please tell me who makes the "Wiss" Tinners' Snips.

Ans.—J. Wiss and Sons Company, Newark, New Jersey.

#### Nickel Zinc

From Carroll Plumbing and Heating Company, Sandwich, Illinois.

Can you tell us who makes nickel zinc which is used for covering table tops?

Ans.—Apollo Metal Works, La Salle, Illinois, and American Nickeloid Company, Peru, Illinois.

#### Metal-Lac

From Chicago Metal Mfg. Company, 37th and Rockwell Streets, Chicago.

Can you tell us who makes Metal-Lac?

Ans.—John Lucas and Co., Inc., 1362 West 37th Street, Chicago, Illinois.

#### Thermofil

From T. J. Cover, 2023 North Myrtle Avenue, Zanesville, Ohio.

Please tell me who makes the composition which is used for insulating between the joists in the attic?

Ans.—This is known as "Thermofil," and is made by United States Gypsum Company, Adams and Franklin Streets, Chicago.

#### Glass for Photograph Studios

From Klentzer and Klentzer, Fowler, Indiana.

Can you tell us where we can purchase the glass which is especially used in skylights of photograph studios?

Ans.—Manufacturers' Glass Company, 1702 First National Bank Building, Chicago, Illinois.

#### Wire or Corrugated Glass

From W. P. Thompson, 861 West Madison Street, Springfield, Missouri.

Please advise me where I can get wire glass for skylights.

Ans.—David Lupton's Sons Company, 33 North Michigan Avenue, Chicago, Illinois, and Williams Hardware Company, Streator, Illinois.

#### Asbestos Shingles

From Otis Burton, Orleans, Indiana.

I should like to know who makes asbestos shingles.

Ans.—Asbestos Shingle, Slate & Sheathing Company, 319 North Wells Street, Chicago; Johns-Manville, Inc., 1737 South Michigan Avenue, Chicago; National Sheet Metal Mfg. Company, Jersey City, N. J.

#### French Tile—Roofing Slate

From W. P. Thompson, 861 West Madison Street, Springfield, Missouri.

Please tell me where I can get French roofing tile, also roofing slate.

Ans.—French roofing tile: Ludowici-Celadon Company, 104 South Michigan Avenue; Hawthorne Roofing Tile Company, 228 North La Salle Street; Updike and Company, 612 North Michigan Avenue, all of Chicago. Roofing slate: Hawthorne Roofing Tile Co., 228 North La Salle Street; Rising and Nelson Slate Company, 2554 West Harrison Street; Vendor Slate Company, 140 South Dearborn Street, all of Chicago.

#### Rubbers for Expanding Radiator Plugs

From Ralph W. Poe, 44 White Court, Canton, Illinois.

Kindly inform me who manufactures rubbers for expanding radiator plugs.

Ans.—Faber-Schneider Radiator Company, 2317 South Wabash Avenue, Chicago.

# RANDOM NOTES AND SKETCHES

Visiting M. D.—“Farmer Brown, I'm afraid I can't come out to see you any more.”

Farmer (worried) — “Why, what's the matter, Doc?”

M. D.—“Why, every single time I come out here your ducks insult me.”

\* \* \*

Another one of the sheet metal family to spend his vacation in Florida this winter was Chas. A. Hones, manufacturer of soldering furnaces, who spent the winter months in Miami. After many years of the hardest kind of work, Mr. Hones has arranged his affairs so that his two sons, Charles J. and William R. can keep the wheels moving and let “dad” get away for a little fun.

Just write Charles Hones if you want to join in fishing for Maine in summer or Florida in winter.

\* \* \*

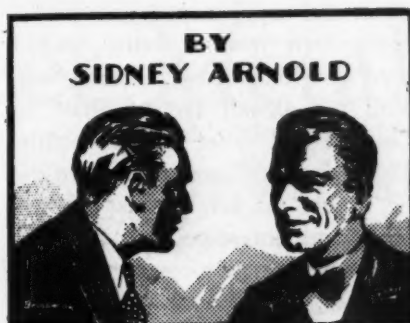
I received a 'phone call from 'Dolph Munkel of the Superior Heating Company, Columbus, Ohio, on Monday of this week. It seems that Mr. Munkel is a member of the American Bowlers' Club and came to Chicago to show the windy city how to spare the strikes. Well, I'm glad he came to town anyway.

\* \* \*

During a luncheon given by W. D. Hill, president of The Fox Furnace Company, for the Atlanta and Columbus, Georgia, branches, Charles Rambo, manager of Georgia Branch No. 2 of that company, Columbus, Georgia, told the following incident that happened not long ago.

## “A Near Hot Dog”

J. D. Potter, superintendent of installation for that branch, was in the office when the telephone rang. A lady on the other end of the wire in a very plaintive voice said, “Please come out to my house quick, something terrible has hap-



pened.” It was raining very hard. Mr. Rambo had just driven up to the curb in front of the office when Mr. Potter signalled him to open the door and gave Mr. Rambo the unwelcome news. As the two men drove up to the home from which the frantic call had come, the house servant was holding the door open for them. The lady of the house, with tears in her eyes, said, “My blind dog has walked into the cold air duct while the girl was cleaning it out.” Mr. Rambo then asked if there was a fire in the furnace, and upon being informed that there was

not, he began to laugh, but the distressed lady of the house could see nothing funny in the incident. The vapor pan was then removed and the dog restored to his normal ways of life. These warm air furnace men certainly do have their troubles.

\* \* \*

She: “If you don't leave this room immediately, I'll call the whole police department to put you out.”

The Brute: “My love, it would take the whole fire department to put me out.”

\* \* \*

W. L. Seelbach, Secretary, Forest-City-Walworth Run Foundries Co., Cleveland, has been elected secretary of the American Plan Association, Cleveland.

\* \* \*

Just my luck, I was out of town several days this week, and when I returned found a note on my desk telling me I had missed a visit and lunch at the Blackstone Hotel with my good friend, Stephen S. Tuthill, Secretary of the American Zinc Institute. The worst part of it was that Mr. Tuthill, who is known for the very clever stories he tells, said he had a real one for my ears alone. Here's hoping better luck next time.

\* \* \*

Wm. O. Horne, President of the Northern Oil Burner Co., Minneapolis, Minn., came into our office on Friday of this week. Mr. Horne is planning to attend the National Warm Air Heating Association meeting in Indianapolis next month.

\* \* \*

If any of you men have an old hat you don't need, send it to George Potter, Premier Heater representative at Van Wert, Ohio, or care of the company at Dowagiac.



Ros Strong, F. B. Harrington and Ed. Daugherty snapped at Michigan Sheet Metal Convention at Flint





# Heavy Spring Steel Buying Imposes Further Burden on Mills

*Pig Iron Sales and Shipments Continue at Good Rate—Consumption of Nonferrous Metals Takes Production to the Utmost*

**S**EASONAL requirements for steel are making their contribution to the unprecedented market situation. Canmakers' specifications are stimulating production of tin plate, a moderate increase in sales of wire products for rural consumption is developing, while important highway and building projects are maturing. Meanwhile, specifications from the railroads, carbuilders, and automobile and parts makers are undiminished.

Deferred deliveries continue to vex both producers and consumers despite capacity output of such important lines as sheets, strip, bars and plates.

Increasingly are mills accepting specifications with delivery stipulated at their convenience.

This tight delivery situation may obscure the transition from the first to the second quarters. For some large consumers the specifications they have already submitted to the mills will carry them a good distance into the coming quarter.

## Pig Iron

At Pittsburgh a number of sales of pig iron have been made at the higher prices announced a short time ago, although large tonnages are lacking.

Several important melters covered requirements before prices were advanced, and are out of the market.

One furnace interest booked a total of 1,000 tons of bessemer iron recently, all at \$18.50, valley. Smaller sales of malleable were made at the same price.

No. 2 foundry is holding at \$18, valley, though sales are restricted to small lots, following the closing of second quarter requirements by large local melters at \$17.50.

At Chicago a stronger market in outlying districts, notably the valley market, has placed merchant pig iron furnaces in this district in a better position. Many larger buyers have covered for second quarter,

and tonnages now being closed are fill-in and supplemental orders.

Southern iron is being quoted here at \$15.50, base, Birmingham, with the all-rail freight \$6.01 to Chicago and other Illinois points. This price may have an effect in the St. Louis market, but is not expected to influence the Chicago-Milwaukee district.

Sales of malleable iron are active, with foundries working overtime.

At Birmingham melters of pig iron are indicating requirements for second quarter equal to those of the past three months. March production is expected to exceed that of January.

Two blast furnaces are likely to show records for the month. Sales have been reported at \$15.50, base, Birmingham, or \$1 under the recent market. Quotations now are \$15.50 to \$16.50.

## Zinc

Prime western zinc prices advanced a quarter cent on March 20 on both East St. Louis and New York bases. Smelters are asking 6.60 cents, East St. Louis, and 6.95 cents, New York, and sales at these figures are expected soon. One smelter tried to buy prime western at 6.35 cents, East St. Louis, today and found none available.

Brass special is being held at 6.70 cents, East St. Louis, and high grade zinc is quoted 7.75 cents, delivered.

## Tin

The price of tin has jumped rapidly after an unusually steady period, going up above 1.00 cent.

Users have bought more actively in all positions. The statistical position continues one of abundant supplies against record consumption in this country and good consumption abroad, but the price has been unusually low of late.

## Lead

The lead market jumped again on March 20 with sellers reluctant to

do business at any price until they are able to see the situation in a clearer light.

The American Smelting & Refining Co. advanced its contract price 25 points to 7.75 cents, New York, a total increase of 50 points in the past two days.

At the same time the open market price at New York has been advanced to 7.80 cents to 7.85 cents, a jump of from 35 to 40 points.

At East St. Louis the market is quoted 7.60 cents to 7.65 cents.

The lower figures quoted are reported available only to good customers.

## Copper

Sales of copper in the domestic market in the past week have not been large, nor has the demand been of unusual size in the past few days. Just a week ago when statistics revealed a stronger situation which had been expected, demand was extraordinary and large business was done, mostly for July shipment.

Business has been above average in the past few weeks but lighter in the past few days. These lighter domestic and export sales are due to the fact that producers are practically sold out through July and do not want to sell further. They are discouraging users from overbuying.

## Solder

Chicago warehouse prices on solder are as follows: Warranted 50-50, \$33.25; 48-52, \$32.50; 45-55, \$31.25; plumbers', \$29.25; all per 100 pounds.

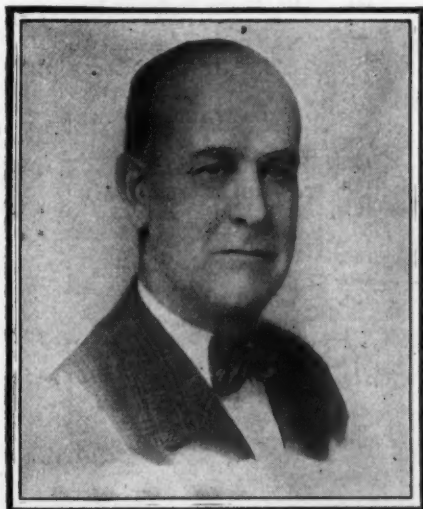
## Old Metals

Wholesale quotations in the Chicago district, which should be considered as nominal, are as follows: Old steel axles, \$16.50 to \$17.00; old iron axles, \$28.25 to \$28.75; No. 1 wrought iron, \$14.50 to \$15.00; No. 1 cast, \$16.00 to \$16.50, all per net tons. Prices for non-ferrous metals are quoted as follows per pound: Light copper, 11 cents; zinc, 3 cents; cast aluminum, 12 cents.



# "There's nothing better than Anaconda Copper for Sheet Metal Work,"

says W. J. Schweitzer,  
Manager of the Edwin  
Stern Company



W. J. Schweitzer, Manager, Edwin Stern Company, Sheet Metal Works, Flint, Mich.

THE Edwin Stern Company has built up a reputation for fine sheet metal work in Flint, Mich. Their success is readily accounted for—they combine skilled workmanship with the best materials obtainable. Naturally, many of their outstanding contracts call for the use of Anaconda Copper. They have done much to popularize this attractive and durable metal with their customers. W. J. Schweitzer, Manager of the Company, says:—

"Anybody can do a good job if he has good stuff to work with. Anaconda Copper is a great metal—there's no better. Since we have been using it we have never had a complaint from a customer, and we stick to it because there is no guesswork about its durability and economy. I guess we'll keep on handling Anaconda as long as they keep on making it."



Typical Edwin Stern installation. Anaconda Copper used exclusively.

Anaconda Copper is manufactured with the highest metallurgical skill by the world's largest and most experienced producers of Copper, Brass and Bronze. Its uniform quality and workability are due to the scrupulous care attending every stage of manufacture, from mine to finished product.

Stocks of trade-marked Sheets, Rolls and Economy Strips are maintained by leading distributors, assuring prompt deliveries in all parts of the United States.



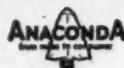
Where dependable workmanship and quality materials are always given first consideration—plant of the Edwin Stern Co.

THE AMERICAN BRASS COMPANY

GENERAL OFFICES: WATERBURY, CONNECTICUT

Offices and Agencies in Principal Cities

## Sheet Metal Work of ANACONDA COPPER



Look for the name ANACONDA in every sheet and strip. Leading Supply Houses carry it

Mention AMERICAN ARTISAN in your reply—Thank you!

# Chicago Warehouse Metal and Furnace Supply Prices

AMERICAN ARTISAN is the only publication containing Western Metal, Furnace Supply and Hardware prices corrected weekly

## METALS

### FIG IRON

Chicago Fdy., No. 2	\$20 00
Southern Fdy. No. 2	21 51 to 22 51
Lake Superior Charcoal	27 04
Malleable	20 00

### FIRST QUALITY BRIGHT CHARCOAL TIN PLATES

IC 20x28 112 sheets	\$23 50
IX 20x28	35 50
IXX 20x28 56 sheets	14 50
IXXX 20x28	15 50
IXXXX 20x28	17 00

### TERNE PLATES

IC 20x28, 40-lb. 112 sheets	\$26 70
IX 20x28, 40-lb. 112 sheets	29 70
IC 20x28, 25-lb. 112 sheets	22 30
IX 20x28, 25-lb. 112 sheets	25 30
IC 20x28, 20-lb. 112 sheets	20 25
IX 20x28, 20-lb. 112 sheets	23 00

"ARMCO" INGOT IRON PLATES	
No. 8 ga.—100 lbs.	\$4 15
2/16 in.—100 lbs.	4 05
3/16 in.—100 lbs.	3 85

### COKE PLATES

Cokes, 80 lbs., base, 20x28	\$12 00
Cokes, 90 lbs., base, 20x28	12 30
Cokes, 100 lbs., base, 20x28	12 40
Cokes, 107 lbs., base, IC	
20x28	12 75
Cokes, 125 lbs., base, IX	
20x28	14 75
Cokes, 155 lbs., base, 2X,	
56 sheets	8 50
Cokes, 175 lbs., base 3X,	
56 sheets	9 35
Cokes, 195 lbs., base 4X,	
56 sheets	10 35

BLUE ANNEALED SHEETS	
Base 10 ga.—per 100 lbs.	\$2 35
"Armco" 10 ga.—per 100 lbs.	4 15

### ONE PASS COLD ROLLED BLACK

No. 12-20	per 100 lbs. \$2 60
No. 22	per 100 lbs. 3 75
No. 24	per 100 lbs. 3 80
No. 26	per 100 lbs. 3 90
No. 27	per 100 lbs. 3 95
No. 28	per 100 lbs. 4 05
No. 29	per 100 lbs. 4 20
No. 30	per 100 lbs. 4 30

### "ARMCO" GALVANIZED

"Armco" 24	per 100 lbs. \$6 15
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### GALVANIZED

No. 16	per 100 lbs. \$4 15
No. 18	per 100 lbs. 4 30
No. 20	per 100 lbs. 4 40
No. 22	per 100 lbs. 4 50
No. 24	per 100 lbs. 4 65
No. 26	per 100 lbs. 4 90
No. 27	per 100 lbs. 5 00
No. 28	per 100 lbs. 5 15
No. 30	per 100 lbs. 5 55

### BAR SOLDER

Warranted 50-50 per 100 lbs.	\$33 25
48-52	per 100 lbs. 32 50
45-55	per 100 lbs. 31 25
Plumbers'	per 100 lbs. 29 25

### ZINC

In Slabs	\$ 7 25
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### SHEET ZINC

Cask Lots (600 lbs.)	\$11 25
Sheet Lots	12 25

### BRASS

Sheets, Chicago Base	27% c
Mill base	26% c
Tubing, brazed, Chicago base	35% c
Mill base	34% c
Tubing, seamless, Chicago base	32% c
Mill base	31% c
Wire, Chicago base	27% c
Mill base	26% c
Rods, Chicago base	25% c
Mill base	24% c

### COPPER

Sheets, Chicago base	32% c
Mill base	31% c
Tubing, seamless, Chicago base	35% c
Mill base	34% c
Wire, plain rd., 8 B. & S. Ga.	
and heavier	29% c

## LEAD

American Pig	\$8 85
Bar	9 85

## TIN

Bar Tin	per 100 lbs. \$55 50
Bar Tin	per 100 lbs. 56 50

## HARDWARE, SHEET METAL SUPPLIES, WARM AIR FURNACE FITTINGS AND ACCESSORIES.

### ASBESTOS

Paper up to 1/16	6c per lb.
Roll board	6 1/4 c per lb.
Mill board 3/32 to 1/2	6c per lb.
Corrugated Paper (250 sq. ft. to roll)	\$6 00 per roll

### BRUSHES

Furnace Pipe Cleaning	
Bristle with handle each	\$0 75
Flue Cleaning	
Steel only, each	1 25

### CEMENT, FURNACE

American Seal, 5-lb. cans, net	\$ 45
American Seal, 10-lb. cans, net	85
American Seal, 25-lb. cans, net	2 25
Pecora	per 100 lbs. 7 50

### CHIMNEY TOPS

Adams' Revolving	
4 in.	21 lbs. \$11 00
6 in.	24 lbs. 11 50
7 in.	30 lbs. 13 50
8 in.	33 lbs. 15 00
9 in.	51 lbs. 16 50
10 in.	56 lbs. 18 00
12 in.	66 lbs. 22 00
14 in.	110 lbs. 36 00

### CLINKER TONGS

Each	\$1 50
------	--------

### CLIPS

Damper	
No-Rivet Steel, with tail	
pieces, per gross	\$9 50
Rivet Steel, with tail	
pieces, per gross	7 50
Tail pieces, per gross	2 40

### COPPERS—Soldering

Pointed Roofing	
3 lb. and heavier	per lb. 40c
2 1/2 lb.	per lb. 45c
2 lb.	per lb. 48c
1 1/2 lb.	per lb. 55c
1 lb.	per lb. 60c

### CORNICE BRAKES

Chicago Steel Bending	
Nos. 1 to 6B	Net

### CUT-OFFS

Gal., plain, round or cor. rd.	
26 gauge	30%
28 gauge	35%

### DAMPERS

"Yankee" Hot Air	
7 inch, each 20c, doz.	\$1 60
8 inch, each 25c, doz.	2 20
9 inch, each 30c, doz.	2 60
10 inch, each 32c, doz.	2 80
Smoke Pipe	
7 inch, doz.	\$1 60
8 inch, doz.	2 20
9 inch, doz.	3 00
10 inch, doz.	3 75
12 inch, doz.	4 50

### ADAMS No. 1 CHECK

Check and Collar Complete	
8 inch, each	2 00
9 inch, each	2 25
End Check Only	
8 inch, each	1 60
9 inch, each	1 85
Collar Only	
8 inch, each	50
9 inch, each	55

### No. 2 CHECK

8 inch, each	1 00
9 inch, each	1 00
10% Disc. on Adams No. 1 and No. 2 Check	
Diamond Smoke Pipe	
7 inch, doz.	\$2 00
8 inch, doz.	3 20
9 inch, doz.	4 80
10 inch, doz.	6 00

## Adams' Sheet Metal

7 inch, doz.	\$1 60
8 inch, doz.	2 20
9 inch, doz.	2 60
10 inch, doz.	2 80
12 inch, doz.	3 50
14 inch, doz.	5 00

## EAVES TROUGH

Galv. Crimpedge, crated 75 & 10%	
Zinc, "Barnes"	60%

## ELBOWS

Conductor Pipe	
Galv. plain or corrugated, round flat Crimp,	
28 Gauge	60%
26 Gauge	45%
24 Gauge	15%

Galv. Terne Steel	
Plain Rd. and Rd. Corr.:	
28 Ga.	60%
26 Ga.	45%
24 Ga.	15%

Square Corrugated	
No. 28 Gauge	50%
26 Gauge	35%

## Portico Elbows

Standard Gauge Conductor Pipe, plain or corrugated.	
Not nested	70 & 5%
Nested Solid	70 & 5%

## Sq. Corr., A. & B. & Octagon

28 Ga.	50%
26 Ga.	35%

## Portico

1", 1 1/4", 1 1/2"	45%
--------------------	-----

## Copper

16 oz., all designs	50%
---------------------	-----

## Zinc

All styles	60%
------------	-----

## ELBOWS—Steve Pipe

1-piece Corrugated, Uniform Blue "Milcor" No. 28 Gauge.	Doz.
5-inch	\$1 15
6-inch	1 25
7-inch	1 75

## Special Corrugated

6-inch	\$1 00
7-inch	1 60

## Adjustable—Uniform Blue

"Milcor" No. 28 Gauge. Uniform Blue.	
5-inch	\$1 60
6-inch	1 75
7-inch	2 10

## WOOD FACES—60% off list.

## FENCE

726-6-12 1/4" (100 rods)	\$28 68
1948-6-14 1/4" (100 rods)	43 62

## FILES AND RASPS

Heller's (American)	50-10%
American	60-10%
Arcade	50%
Black Diamond	50%
Eagle	50%
Great Western	50%
Kearney & Foot	50%
McClellan	50%
Nicholson	50%
Simonds	60%

## FIRE POTS

Geo. W. Diener Mfg. Co.	Ma.
No. 62 Gasoline Torch, 1 qt.	\$ 5 19
No. 9250, Kerosene, or Gasoline Torch, 1 qt.	5 50
No. 10 Tinner's Furn. Square tank, 1 gal.	11 30
No. 15 Tinner's Furn. Round tank, 1 gal.	10 70
No. 31 Gas Soldering Furnace	8 60
No. 110 Automatic Gas Soldering Furnace	10 50

## GALVANIZED WARE

Pails (Galv. after made), 10-qt.	\$3 00
Tubs (Galv. after made), No. 1	5 75
No. 2	6 50

## GLASS

Single Strength, A, all brackets	85%
Single Strength, B, all brackets	87%
Double Strength, A, all brackets	85%
Double Strength, B, all brackets	87%

## HANGERS

Conductor Pipe	
Milcor Perfection Wire	25%
Milcor Triplex Wire	10%
Eaves Trough	
Milcor Steel (galv. after forming) List	plus 13 1/4%
Milcor Selflock H. T. Wire, List	plus 50%

## HOOKS

Conductor	
"Direct Drive" Wrought Iron for wood or brick	15%

## HUMIDIFIER

"Front-Rank," Automatic	
In single lots	50%
In lots of 10 or more	50-5%
In lots of 25 or more	50-10%
Vapor pans, etc., each	50%

## LIFTERS

Steve Cover	
Coppered	per gro. \$6 00
Alaska	per gro. 4 75

## MALLETS

Tinners	
Hickory	per doz. \$2 35

## MITRES

Galvanized steel mitres	
28 Ga.	70
26 Ga.	60-30

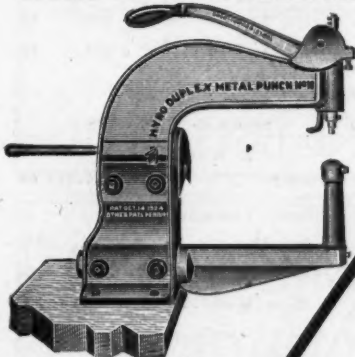
## NAILS

Cut Steel, base	\$4 00
Wire	
Common	\$3 10
Cement Coated	3 10

(Continued on page 160)

# HYRO SHEET METAL WORKERS' TOOLS AND DAMPER ACCESSORIES WILL SAVE YOU TIME AND LABOR

HYRO No. 18 DUPLEX METAL PUNCH



Patented  
Oct. 20, 1926, No. 1,558,289

"UNXLD"  
DAMPER QUADRANT



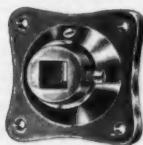
Patented  
Dec. 23, 1919, No. 1,326,096  
For Regulating Dampers in  
Heating and Ventilating Systems

HYRO No. X.X. METAL PUNCH



Patented  
April 4, 1922, No. 1,411,303

HYRO  
DAMPER  
BALL-BEARING  
BUSHING

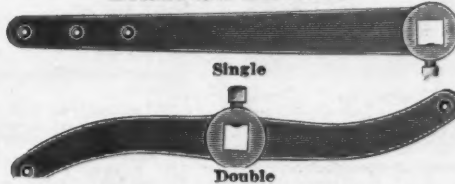


HYRO  
DAMPER  
ROD CLIP



Patented  
April 4, 1922,  
No. 1,411,745

HYRO  
DAMPER LEVERS



Single

Double

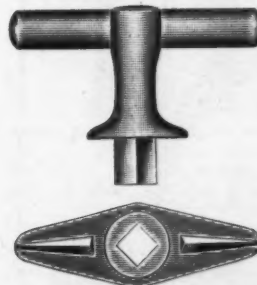
HYRO  
DAMPER  
PLATE



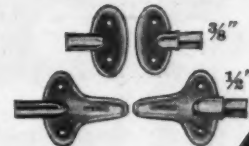
HYRO  
DOOR BUCKLE  
WITH TONGUE



HYRO  
DOOR HANDLE  
WITH TONGUE



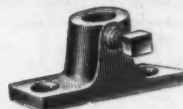
HYRO  
DAMPER BEARING



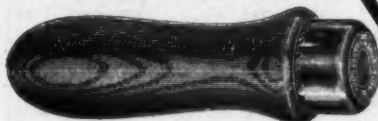
HYRO  
DEFLECTOR CASTING



HYRO  
DAMPER CASTING



HYRO SHUR-GRIP  
SOLDER IRON HANDLE



Patented  
April 24, 1923, No. 1,453,082  
Screws On and Stays On  
Won't Burn Won't Split  
Holds Solder Iron Rigid  
Made in Three Sizes

HYRO  
DIAL DAMPER  
REGULATOR



Patented  
Dec. 9, 1919,  
No. 1,324,620

HYRO  
No. O.X. METAL PUNCH



Patented  
Dec. 9, 1919,  
No. 1,324,621  
June 6, 1923,  
No. 1,413,474

Now Sold for \$5.90  
Complete with  
3 Punches and 3 Dies

## HYRO MANUFACTURING COMPANY, INC.

202 VARICK STREET

NEW YORK

Say you saw it in AMERICAN ARTISAN—Thank you!



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PASTE		RIDGE ROLL	
Asbestos Dry Paste:		Galv., Plain Ridge Roll,	
200-lb. barrel.....	\$14 00	b'did.....	75-15-5%
100-lb. barrel.....	7 50	Galv., Plain Ridge Roll	
50-lb. pail.....	4 35	crated.....	75-15%
10-lb. bag.....	1 00		
5-lb. bag.....	55		
2½-lb. cartons.....	25		
POKERS, FURNACE		SCREWS	
Each.....	\$0 75	Sheet Metal	
POKERS, STOVE		7, ½x½, per gross.....	\$0 53
Nickel Plated; coil handles,		No. 10, ¾x16, per gross.....	63
per doz.....	1 10	No. 14, ¾x¼, per gross.....	33
W'r't Steel, str't or bent,			
per doz.....	\$0 75	SHEARS, TINNERS' & MACHINISTS'	
PIPE		Viking.....	\$23 00
Conductor		Lennox Throatless	
Cor. Rd., Plain Rd., or Sq.		No. 13.....	35%
PIPE		Shear blades.....	10%
Galvanized		(f. a. b. Marshalltown, Iowa)	
Crated and nested (all			
gauges).....	75-7½%	SHIELDS, ADJUSTABLE RADIATOR	
Crated and not nested		No. 1 "Gem" 11" to 17".....	30%
(all gauges).....	75-2½%	No. 2 "Gem" 14" to 24".....	30%
		No. 3 "Gem" 35" to 65".....	30%
Furnace Pipe			
Double Wall Pipe and		SHOES	
Fittings.....	60%	Galv. 28 Gauge, Plain or cor-	
Single Wall Pipe, Round		rugated round flat crimp.....	60%
Galvanized Pipe.....	60%	26 gauge round flat crimp.....	45%
Galvanized and Tin Fit-		24 gauge round flat crimp.....	15%
tings.....	60%	SNIPS, TINNERS	
Lead		Clover Leaf.....	40 & 10%
Per 100 lbs.....	\$12 50	National.....	40 & 10%
Stove Pipe		Star.....	50%
"Milcor" "Titelock" Uniform Blue		Milcor.....	Net
Stove		SQUARES	
28 gauge, 5 inch U. C.		Steel and Iron.....	Net
nested.....	11 00	(Add for bluing \$3 per doz. net)	
28 gauge, 6 inch U. C.		Mitre.....	Net
nested.....	12 00	Try.....	Net
28 gauge, 7 inch U. C.		Try and Bevel.....	Net
nested.....	14 00	Try and Mitre.....	Net
30 gauge, 5 inch U. C.		Fox's.....	per doz. \$6 00
nested.....	10 25	Winterbottom's.....	10%
30 gauge, 6 inch U. C.			
nested.....	11 00	STOPPERS, FLUE	
30 gauge, 7 inch U. C.		Common.....	per doz. \$1 10
nested.....	13 00	Gem, No. 1.....	per doz. 1 10
		Gem, flat, No. 3.....	per doz. 1 00
T-Joint Made up		VENTILATORS	
6-inch, 28 ga.....per doz.	\$ 40	Standard.....	30 to 40%
All Size		WIRE	
No. 11, all styles.....	60%	Black annealed wire, No. 9,	
PULLEYS		per 100 lbs.....	\$3 30
Furnace Tackle.....per doz.	\$0 85	Galvanized barb wire, per	
Furnace Screw (enameled)		100 lbs.....	3 30
per doz.....	75	Cattle Wire—galvanized catch	
PUTTY		weight spool, per 100 lbs.....	3 30
Commercial Putty, 100-lb.		Galvanized Plain Wire, No.	
Kits.....	\$3 50	9, per 100 lbs.....	3 35
QUADRANTS			
Malleable Iron Damper.....	10%		
REDUCERS—Oval Stove Pipe			
Per Doz.			
7-6, 28-gauge, 1 doz. in			
carton.....	\$2 00		
REGISTERS AND BORDERS			
Baseboard, Floor and Wall			
Cast Iron.....	20%		
Steel and Semi-Steel.....	33½%		
Baseboard, 1 piece.....	33½-20%		
Baseboard, 2 piece.....	33½%		
Wall.....	33½%		
Adjustable Ceiling Ventilators			
.....	33½%		
Register Faces—Cast and Steel			
Japanned, Bronzed and			
Plated, 4x6 to 14x14.....	33½%		
Large Register Faces—Cast,			
14x14 to 38x42.....	50%		
Large Register Faces—Steel,			
14x14 to 38x42.....	60%		
Ventilating Register			
Per gross.....	9 00		
Small, per pair.....	30		
Large, per pair.....	50		

When writing mention AMERICAN ARTISAN—Thank you!

No Cross Seams.  
One Longitudinal Seam.  
Smooth on Inside.

## Galvanized Lock Seam Pipe

The Pipe With the Big Strong Seam

Made to Fit Flanges, or  
With Large and Small Ends.  
For Slip Joint Connection.



Three inch Diameter and Larger. 28 Gauge to 14 Gauge. Up to 10 feet Long.  
Used for Blow Pipe, Exhaust, Ventilation, Drainage, Surface Irrigation, etc.

—WRITE FOR CATALOGUE—

Welded Steel Pipes, Rolled Angle Flanges, Spiral Lock Seam Pipe, Forged Steel Flanges, Fittings for every type of Sheet Steel Pipe. If it is made of Sheet Metal, send us detail or blue print for price.

CHICAGO METAL MFG. CO. - 3718 South Rockwell Street, Chicago, Illinois

## Every Sheet Metal Contractor can—

Keep a better shop record—  
Route his work better—  
Save time and money—  
Save material and tools—

## by using DOYLE'S JOB TICKETS

85c a Pad—sheets for  
50 jobs—or 5 Pads for  
\$3.75—for 250 jobs.

If you don't know  
how good they are  
write today for  
a free sample.

Book Department  
**AMERICAN ARTISAN**  
620 So. Michigan Ave. Chicago, Illinois

## The NEW IMPROVED "STANDARD"

### ROTABLE VENTILATOR

THIS favorite ventilator  
has been further im-  
proved to insure—

New made  
of  
ARMCO IRON

Greater Durability  
Quieter Operation  
Greater Efficiency  
Better Balance



"Standard" Ventilator and Chimney Cap—  
Most Efficient Combination on the market.

The New Cone-top Suspension, new Bronze Guide Bushings, and Cross Braced Skirt are the new features.

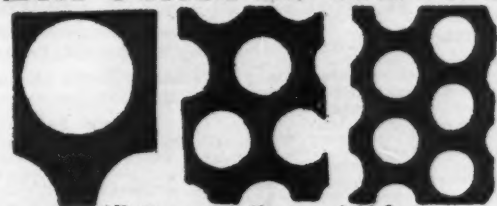
Let us tell you in detail all about this better ventilator.

Write for special circular and prices today

STANDARD VENTILATOR CO.,

LEWISBURG, PA.

## PERFORATED METALS



All Sizes and Shapes of Holes  
In Steel, Zinc, Brass, Copper, Tinplate, etc.  
For All Screening, Ventilating and Draining  
EVERYTHING IN PERFORATING METAL

**THE HARRINGTON & KING PERFORATING CO.**

5649 FILLMORE ST.—CHICAGO, ILL. U. S. A.  
NEW YORK OFFICE: 114 LIBERTY ST.

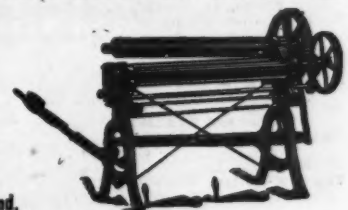
## 50-INCH FORMING ROLL

This Forming Roll is built in all standard sizes, with our Patented Opening Device by means of which it is opened and closed in a few seconds.

We build a complete line of Shears and punches, all sizes, for hand or belt power.

Write for Catalog "R"

BERTSCH & CO., Cambridge City, Ind.



## RYERSON SHEETS

IMMEDIATE SHIPMENT FROM STOCK

More than twenty kinds of Prime quality sheets are carried in stock. There is a special sheet for every purpose. Also Bars, Angles, Rivets, Bolts, Tools and Metal-Working Machinery. Write for Journal and Stock List.

JOSEPH T. RYERSON & SON Inc.

Chicago Milwaukee Jersey City Boston Detroit St. Louis Cincinnati Cleveland Buffalo

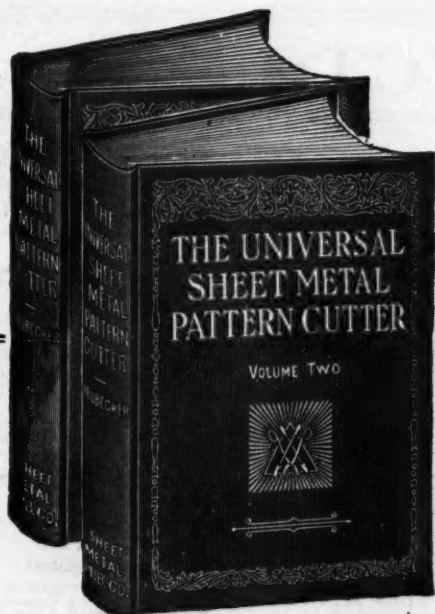


# BUYERS' DIRECTORY

- Asbestos Liquid.**  
B. & F. Mfg. Co., Des Moines, Ia.  
Acetylene (Gas) Dissolved.  
Prest-O-Lite Co., Inc.,  
New York, N. Y.
- Banches—Steel**  
Maplewood Machinery Co.,  
Chicago, Ill.
- Bolts—Stove.**  
The Kirk-Latty Co.,  
Cleveland, Ohio  
Lamson & Sessions Co.,  
Cleveland, Ohio  
Ryerson & Son, Inc., Jos. T.,  
Chgo., N. Y., St. L., Det., Cleve.
- Brakes—Bending.**  
Dreis & Krump Mfg. Co.,  
Chicago, Ill.  
Ryerson & Son, Inc., Jos. T.,  
Chgo., N. Y., St. L., Det., Cleve.
- Brakes—Cornices.**  
Dreis & Krump Mfg. Co.,  
Chicago, Ill.
- Brass and Copper.**  
American Brass Co.,  
Waterbury, Conn.  
Copper & Brass Research As-  
sociation,  
New York
- Cans—Garbage.**  
Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio
- Castings—Malleable.**  
Fanner Mfg. Co., Cleveland, Ohio
- Ceilings—Metal.**  
Friedley-Voshardt Co.,  
Chicago, Ill.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City  
Wheeling Corrugating Co.,  
Wheeling, W. Va.
- Chaplets.**  
Fanner Mfg. Co., Cleveland, Ohio
- Chimney Tops.**  
Standard Ventilator Co.,  
Lewisburg, Pa.
- Clinker Tongs.**  
L. J. Mueller Furnace Co.,  
Milwaukee, Wis.  
Stover Mfg. & Engine Co.,  
Freeport, Ill.
- Copper.**  
American Brass Co.,  
Waterbury, Conn.  
Copper & Brass Research As-  
sociation,  
New York
- Cornices.**  
Friedley-Voshardt Co.,  
Chicago, Ill.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Cutting Blowpipes.**  
Oxweld Acetylene Co.,  
New York, N. Y.
- Out-offs—Rain Water.**  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Dampers—Quadrants—Accessories.**  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City  
L. J. Mueller Furnace Co.,  
Milwaukee, Wis.  
Parker-Kalon Corp.,  
New York, N. Y.  
Stover Mfg. & Engine Co.,  
Freeport, Ill.
- Damper Regulators.**  
National Regulator Co.,  
Chicago, Ill.  
H. M. Sheer Co.,  
Quincy, Ill.  
Thermo-Control Regulator Co.,  
Youngstown, Ohio
- Dies—Punch & Press.**  
La Salle Machine Works,  
Chicago, Ill.
- Diffuser—Air Duct.**  
Acelus-Dickinson Co., Chicago, Ill.  
L. J. Mueller Furnace Co.,  
Milwaukee, Wis.
- Doors—Metal.**  
Lupton's Sons Co., David,  
Philadelphia, Pa.
- Drive Screws—Hardened Metalls.**  
Parker-Kalon Corp.,  
200 Varick St., New York
- Eaves Trough.**  
Barnes Metal Products Co.,  
Chicago, Ill.  
Berger Bros. Co.,  
Philadelphia, Pa.  
Lupton's Sons Co., David,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City  
New Jersey Zinc Sales Co., The,  
New York, N. Y.  
Wheeling Corrugating Co.,  
Wheeling, W. Va.
- Elbows and Shoes—Conductor.**  
Barnes Metal Products Co.,  
Chicago, Ill.  
Dieckmann Co., Ferdinand,  
Cincinnati, Ohio  
Lupton's Sons Co., David,  
Philadelphia, Pa.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Wood Faces—Warm Air.**  
Auer Register Co., Cleveland, Ohio  
American Wood Register Co.,  
Plymouth, Ind.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Fittings—Conductor.**  
Barnes Metal Products Co.,  
Chicago, Ill.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Flanges.**  
Chicago Metal Mfg. Co.,  
Chicago, Ill.
- Fittings—Steel Pipe.**  
Chicago Metal Mfg. Co.,  
Chicago, Ill.
- Flue Thimbles.**  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Furnace Cement—Asbestos.**  
Connors Paint Mfg. Co., Wm.,  
Troy, N. Y.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Furnace Cement—Liquid.**  
Technical Products Co.,  
Pittsburgh, Pa.
- Furnace Cleaners—Suction.**  
Brillion Furnace Co., Brillion, Wis.
- Furnace Coloring (Enamel).**  
B & F Mfg. Co., Des Moines, Iowa
- Furnace Fans.**  
A-C Mfg. Co., Pontiac, Ill.  
Canton Furnace & Mfg. Co.,  
Canton, Ohio  
A. H. Robinson Co.,  
Massillon, Ohio  
Warm Air Furnace Fan Co.,  
The, Cleveland, Ohio  
Williamson Heater Co.,  
Cincinnati, Ohio
- Furnace Fuse.**  
National Regulator Co.,  
Chicago, Ill.
- Furnace Regulators.**  
National Regulator Co.,  
Chicago, Ill.  
H. M. Sheer Co.,  
Quincy, Ill.  
Thermo-Control Regulator Co.,  
Youngstown, Ohio
- Furnace Rings.**  
Forest City-Walworth Run  
Foundries Co., Cleveland, Ohio  
Milwaukee Corrugating Co.,  
Milwaukee, Wis.
- Furnaces—Gas.**  
Calkins & Pearce, Columbus, Ohio  
Mueller Furnace Co., L. J.,  
Milwaukee, Wis.
- Furnaces—Warm Air**  
Agricola Furnace Co.,  
Gadsden, Ala.  
American Furnace Co.,  
St. Louis, Mo.  
Beckwith Co., The,  
Dowagiac, Mich.  
Brillion Furnace Co., Brillion, Wis.  
Canton Furnace & Mfg. Co.,  
Canton, Ohio  
Colburn Heater Co., Chicago, Ill.  
Emrich Co., C., Columbus, Ohio  
Farris Furnace Co.,  
Springfield, Ill.  
Floral City Heater Co.,  
Monroe, Mich.  
Forest City-Walworth Run Fdy.,  
Cleveland, Ohio  
Fox Furnace Co., Elyria, Ohio
- Henry Furnace & Fdy. Co.,**  
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Hess-Snyder Co., Massillon, Ohio  
Homer Furnace Co.,  
Coldwater, Mich.  
Lennox Furnace Co.,  
Marshalltown, Ia.; Syracuse, N. Y.  
Magirl Foundry & Furnace Co.,  
P. H., Bloomington, Ill.  
May-Fieberger Furnace Co.,  
Newark, Ohio  
Marshall Furnace Co.,  
Marshall, Mich.  
Meyer Furnace Co., The, Peoria, Ill.  
Midland Furnace Co.,  
Columbus, Ohio  
Mt. Vernon Furnace & Mfg. Co.,  
Mt. Vernon, Ill.  
Mueller Furnace Co., L. J.,  
Milwaukee, Wis.  
Premier Warm Air Heater Co.,  
Dowagiac, Mich.  
Richardson & Boynton Co.,  
New York, N. Y.  
Robinson Co., A. H.,  
Massillon, Ohio  
Rybolt Heater Co., Ashland, Ohio  
Schwab & Sons Co., R. J.,  
Milwaukee, Wis.  
Success Heater Mfg. Co.,  
Des Moines, Ia.  
Thatcher Co.,  
Chicago, Ill.  
XXth Century Heating & Ventila-  
ting Co., Akron, Ohio  
Waterman-Waterbury Co.,  
Minneapolis, Minn.  
Western Steel Products Co.,  
Duluth, Minn.  
Wise Furnace Co.,  
Akron, Ohio
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Prest-O-Lite Co., Inc.,  
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- Gas (Nitrogen).**  
Linde Air Products Co.,  
New York, N. Y.
- Gas (Oxygen).**  
Linde Air Products Co.,  
New York, N. Y.
- Glass—Wire.**  
Lupton's Sons Co., David,  
Philadelphia, Pa.
- Grilles.**  
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Harrington & King Perforating  
Co., Chicago, Ill.  
Hart & Cooley Co.,  
New Britain, Conn.  
Independent Reg. Co.,  
Cleveland, Ohio  
Tuttle & Bailey Mfg. Co.,  
Chicago, Ill.
- Grilles—Stove Front.**  
Tuttle & Bailey Mfg. Co.,  
Chicago, Ill.
- Guards—Machine and Belt.**  
Harrington & King Perforating  
Co., Chicago, Ill.
- Handles—Boiler.**  
Berger Bros. Co., Philadelphia, Pa.
- Handles—Soldering Iron.**  
Hyro Mfg. Co., New York, N. Y.
- Hangers—Eaves Trough.**  
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Horan Stay Hanger Co.,  
Louisville, Ky.  
Lupton's Sons Co., David,  
Philadelphia, Pa.  
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American Foundry & Furnace Co.,  
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- Heat Regulation Systems.**  
National Regulator Co.,  
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Thermo-Control Regulator Co.,  
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Fox Furnace Co., Elyria, Ohio  
Mueller Furnace Co., L. J.,  
Milwaukee, Wis.  
Waterman-Waterbury Co.,  
Minneapolis, Minn.
- Heaters—School Room.**  
Floral City Heater Co.,  
Monroe, Mich.  
Meyer Furnace Co., The,  
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L. J. Mueller Furnace Co.,  
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Waterman-Waterbury Co.,  
Minneapolis, Minn.
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Berger Co., L. D.,  
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Detroit, Mich.
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Cedar Falls, Iowa  
Chandler Pump Co.,  
Cedar Rapids, Iowa  
L. J. Mueller Furnace Co.,  
Milwaukee, Wis.  
Salada Mfg. Co.,  
Minneapolis, Minn.
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- Machinery—Culvert.**  
Bertsch & Co.,  
Cambridge City, Ind.
- Machines—Tin Smith's.**  
Bertsch & Co.,  
Cambridge City, Ind.  
Dreis & Krump Mfg. Co.,  
Chicago, Ill.  
Interstate Machinery Co.,  
Chicago, Ill.  
La Salle Machine Works,  
Chicago, Ill.  
Maplewood Machinery Co.,  
Chicago, Ill.  
Marshalltown Mfg. Co.,  
Marshalltown, Iowa  
Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio  
Peck, Stow & Wilcox Co.,  
Southington, Conn.  
Ryerson & Son, Inc., Jos. T.,  
Chgo., N. Y., St. L., Det., Cleve.
- Mandrels.**  
Hyro Mfg. Co., New York, N. Y.
- Metals—Perforated.**  
Harrington & King Perforating  
Co., Chicago, Ill.
- Miters.**  
Friedley-Voshardt Co.,  
Chicago, Ill.  
Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
- Miters—Eaves Trough.**  
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Lupton's Sons Co., David,  
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Milwaukee Corrugating Co.,  
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- Nitrogen (Gas).**  
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- Oil Burners.**  
McIlvaine Burner Corp.,  
Evanston, Ill.  
Northern Oil Burner Co.,  
Minneapolis, Minn.
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Gerock Bros. Mfg. Co.,  
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Milwaukee Corrugating Co.,  
Mil., Ch'go, La Crosse, Kan. City
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Connors Paint Mfg. Co., Wm.,  
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Cleveland Castings Pattern Co.,  
Cleveland, Ohio  
Quincy Pattern Co.,  
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Vedder Pattern Works,  
Troy, N. Y.

(Continued on page 164)





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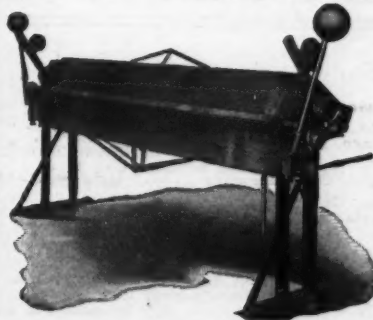
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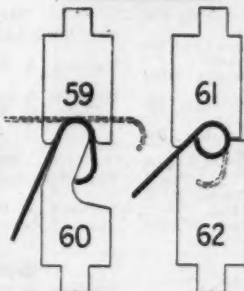
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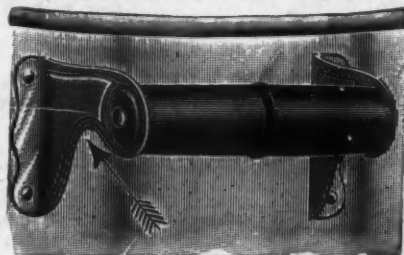
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(Continued from page 162)

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Lamneck Co., W. E.,  
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Meyer & Bro. Co., F., Peoria, Ill.  
Milwaukee Corrugating Co.,  
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Mueller Furnace Co., L. J.,  
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Osborn Co., The J. M. & L. A.,  
Cleveland, Ohio

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Dieckmann Co., Ferdinand,  
Cincinnati, Ohio  
Friedley-Voshardt Co.,  
Chicago, Ill.  
Lupton's Sons Co., David,  
Philadelphia, Pa.  
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Mil., Ch'go, La Crosse, Kan. City  
New Jersey Zinc Sales Co., The,  
New York, N. Y.  
Wheeling Corrugating Co.,  
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La Salle Machine Works,  
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Foundries Co., Cleveland, Ohio  
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Henry Furnace & Fdy. Co.,  
Cleveland, Ohio  
Independent Register & Mfg. Co.,  
Cleveland, Ohio  
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Columbus, Ohio  
Meyer & Bro. Co., F., Peoria, Ill.  
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Thermo-Control Regulator Co.,  
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**Drafting.**  
St. Louis Technical Institute,  
St. Louis, Mo.

**Schools—Warm Air Heating.**  
St. Louis Technical Institute,  
St. Louis, Mo.

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Chicago, Ill.

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**Statuary.**  
Friedley-Voshardt Co.,  
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St. Louis, Mo.

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Thatcher Co.,  
Newark, N. J.

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Viking Shear Co.,  
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Committee, Pittsburgh, Pa.

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Henry Furnace & Fdy. Co.,  
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When sending advertisement state whether your name or blind number is to be used.

## BUSINESS CHANCES

**Lightning Rods**—Dealers who are selling Lightning Protection will make money by writing to us for our latest Factory to Dealer Prices. We employ no salesmen and save you all overhead charges. Our Pure Copper Cable and Fixtures are endorsed by the National Board of Fire Underwriters and hundreds of dealers. Write today for samples and prices. L. K. Diddle Company, Marshfield, Wis.

**For Sale**—Retinning equipment suitable for retinning milk cans and dairy utensils. A complete modern retinning equipment. This equipment is complete in every detail. Have just completed a three-year contract for Swift & Company which averaged over ten thousand cans per year. Reason for selling, am manufacturing a patented article and do not have floor space to do retinning. Address R-494, AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.

**For Sale**—Sheet metal cabinet factory, making letter files, typewriter stands, auto trunks, wardrobes, tool boxes and radio cabinets. Machines are electric drilling, spot welder, pan and box machine, hand and power punches, rolls, crimpers, squaring shears and other small machines. City of 15,000 in southern Minnesota. Price to sell, \$1,500. Address Y-495, AMERICAN ARTISAN.

**For Sale or Exchange**—General sheet metal furnace and roofing business, located on west side of Chicago. Great chance for a mechanic who wants to get ahead. Established 27 years; fully equipped; ideal location. Will sell at a bargain and assist buyer to get started. Wish to retire on account of age and health. Address X-495, AMERICAN ARTISAN.

**For Sale or Merge**—Well equipped sheet metal shop centrally located in a principal city of the corn belt, in operation many years contracting custom work and manufacturing. Address O-494, AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.

Well equipped shop in good district. Plenty work at good prices. On account of health will sell for less than cost for quick sale. Address X-494, Deerfield Roofing & Sheet Metal Works, Waukegan Road, Deerfield, Illinois.

**Wanted to Buy**—Good sheet metal shop in Chicago or within 40 miles of Chicago. Address Z-495, AMERICAN ARTISAN.

## BUSINESS CHANCES

**For Sale**—Well equipped tin shop doing good business, small town Northeast Indiana nearest shop 12 miles. Considerable work carried over from last fall. A chance for a man with small capital to get a good paying business and work for himself. Reason for selling, other interests. Address P-494, AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.

**For Sale**—Sheet Metal, Plumbing and Heating Business. Established ten years; doing good business; county seat town of 2,500, northern Iowa. Good dairy country. Poor health reason for selling; stock, tools and fixtures invoice about \$5,000. Brick building 22x100 feet; well located. Will sell or rent building. Address S-494, AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.

**For Sale**—Hardware, paints, radio. Illinois town 7,000. Business cleared \$3,600 last year. Must sell on account of ill health. Partners both under doctor's care. Equipment and going business, \$1,600. Stock invoices approximately \$17,000. Terms. Melke Bros., Danville, Ill. W-495

## SITUATION WANTED

**Situation Wanted**—By first-class Sheet Metal Worker. Estimate and lay out work from blue prints, make and erect all general sheet metal work, inside or out, cornice, marquise, skylights, blow pipe up to 12 gauge, ventilation and install warm air furnaces (Standard Code), metal ceilings, slate, asbestos shingle, zinc and metal tile roofing. Can take charge of all work required. Address T-494, Sheet Metal Worker, 2738 W. Warren Avenue, Chicago, Illinois.

Young man, aged 26 years, with family wants position. All around tinner and furnace man. Am a bit slow but can deliver the goods. Would like a town, 3,000 to 5,000 population, southern preferably. Can come at once. Have few bench machines, plenty of small tools. Address Z-494, Doyal Wheeler, R. No. 5, Murfreesboro, Tenn.

Want to hear from square, reliable firm or firms who have something with a future to it, for a good reliable furnace man and sheet metal worker. Knowledge and experience above that of the average in general work and technic. For full particulars write, stating compensation and particulars in detail. Address J. D. Grace, P. O. Box 175, Elmer, Mo. T-495

First-class sheet metal worker, furnace installer and pattern cutter wants position. Have had 20 years' experience. Prefer Illinois. Those who have "jack-of-all-trades" jobs, such as plumbing, lighting rod and clerk in store, need not reply. Address S-495, AMERICAN ARTISAN.

First-class helper. Plumber and tinner helper with two years' experience; good reference; married, sober, honest and reliable. Must be steady work. Address Denny L. Mung, Spickard, Mo. R-495

Young man with eight years' experience in warm air furnace sales and installations, thoroughly familiar with Standard Code, seeks connection. Address P-495, AMERICAN ARTISAN.

**Situation Wanted**—By first class tinner and furnace man, also understands retinning and all kinds of copper work. Can lay out patterns and do neat work. Middle age and married; 20 years' practice. Address J-494, care AMERICAN ARTISAN.

**Wanted**—Combination plumber and tinner with ability to estimate and handle men, steady work year round, must be reliable and sober. Address K-494, care AMERICAN ARTISAN.

## HELP WANTED

**Wanted**—Sheet metal worker about 40 years of age who has had experience in general factory work of making up heavy sheet metal for different parts of machinery. If not qualified do not answer this ad. Steady position in a town of 15,000 in northern Illinois. Address K-495, AMERICAN ARTISAN.

**Wanted**—Good all around man who can do all kinds of sheet metal work, heating and plumbing. Must have plumber's license. Permanent position for right man. One of the best small towns in Illinois. Give full particulars first letter. Address The Geo. P. Hindert Hardware Co., Minonk, Ill. M-495

**Wanted**—Experienced combination sheet metal worker and plumber in all branches of the trade. Must be first-class mechanic. Must give age, reference and wages wanted for year around work in first letter to receive consideration. Address Milton L. Kistler, Alexander City, Ala. O-495

**Wanted**—Active partner. One that can take full charge of shop, do estimating and draft his own patterns, in a live growing town of 2,500. Only tin ship in town. Very little capital necessary. Address C-495, Kimball Tin & Radiator Shop, Kimball, Nebraska.

**Wanted**—Two first-class sheet metal workers, capable of turning out a first-class job. State experience in different branches of business. Scale \$1.00 per hour. Address B-495, AMERICAN ARTISAN.

**Wanted**—Good all around sheet metal worker or young man with experience who wants to build up as a mechanic in general sheet metal and heating work. Address R. L. Spellerberg, 343 West Eighth St., Dubuque, Iowa. J-495

**Wanted**—First-class sheet metal worker and ventilating man. State experience and age in first letter. Located in northeastern Iowa. Address L-495, AMERICAN ARTISAN.

**Wanted**—Experienced man to sell warm air heating installations. Good opportunity for one who understands the business. Address Sheet Metal Shop, 3807 Sixth Avenue, Des Moines, Iowa. A-495

**Wanted**—First-class radiator man. Steady job for right man. State age and wages in first letter. Address Y-494, J. H. Barnett, Dodge City, Kans.

## TINNERS' TOOLS

**Wanted**—A 21 in. tin folder. Must be in good working order. Address W-494, Wm. Barrett, Box 170, Schoolcraft, Michigan.

**Wanted to Buy**—General sheet metal shop in large southern city desires to buy second-hand power press or toggle press. Give full information and price. Address B-491, AMERICAN ARTISAN.

**For Sale**—One 6-foot Robinson brake. In good condition. Price \$75. f. o. b. Hamilton, Ohio. Address Korn Heating Co., 923 Ludlow St., Hamilton, Ohio. A-496

**Wanted to Buy**—Used rotary wire straightener that will straighten wire up to 1/4 inch thick. Address B. T. Nickel, Mountain Lake, Minn. C-496

## MISCELLANEOUS

**For Sale**—Course sheet metal design and pattern drafting. Address H-495, AMERICAN ARTISAN.



## BOOKS

Wanted—A1 man as foreman for progressive shop in central Illinois town of over 12,000. This concern has been in business over 35 years. The man we want must be first-class in laying out and installing everything in the sheet metal and furnace work. Must be able to handle men. Will pay \$50 a week and commission to right man the year around. No lost time. We need this man at once. Give full particulars in strict confidence. Address X-491, AMERICAN ARTISAN, 620 S. Michigan Ave., Chicago, Ill.

Manual of Automotive Radiator Construction and Repair, by F. L. Curfman and T. H. Leet—Anyone interested in Radiator Repairing will find the 185 pages of practical instructions and the 120 illustrations showing actual construction and repairing a big help. In a condensed manner some four to five thousand answers to questions are given. It is thoroughly practical as both authors are men of wide experience in this work. Printed in large, easy to read type. Measures 5½x9 inches. Price \$2.50. Order from Book Dept., AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois

Exhaust and Blow Piping, by Hayes—Exhaust and Blow Piping has had an unusually big demand. A fresh supply is now off the press and is in our hands for immediate delivery. It has an invaluable treatise on the planning, cost, estimation and installation of fan piping in all its branches giving all necessary guidance in fan work blower and separator construction. 159 pages, 5x8. 51 figures. Cloth, \$2.00. Order from Book Dept., AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.

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## BOOKS

The problem of keeping an accurate set of books is one which gives many sheet metal contractors a lot of trouble. A new and very simple system called the National Faultless System makes it possible for you to be your own bookkeeper. It is really four books in one. It contains records for four years and ALL transactions and records for one month are recorded on ONE PAGE. This system eliminates cash book, day book and journal, but qualifies every transaction of a full month's business on one sheet. Many other features. Write, for full details, Book Dept., AMERICAN ARTISAN, 620 South Michigan Ave., Chicago.

## SPECIAL NOTICES

**The Rate for Special Notices**  
— displayed want ads —  
**\$3.00 per inch per insertion**

When sending copy state whether your name or blind number is to be used—also how many insertions are desired.

## PATENTS

HUBERT E. PECK  
Patent Attorney  
Barrister Bldg., WASHINGTON, D. C.

CADILLACS and  
-- CHEVROLETS

—there are a lot of you dealers selling the Cadillacs of this furnace industry and cussin' a blue streak because folks are demanding cheaper furnaces.

Certainly they do!

There are more Chevrolets sold every year than Cadillacs—but that don't make the Cad dealer sore—he simply gets busy and sells both.

Someday the MERCHANTS of this industry will awaken to the fact that merchandising is equal in importance with engineering, and, that a well rounded retail furnace business will include both low and high priced furnaces.

That's where the ROCKFORD furnace will fit in. It's the Chevrolet of the furnace industry—"Quality at Low Cost." You can retail the Pipe furnaces for as little as \$40.00 and the Pipeless at \$69.50 and upward.

Better write today if you want the franchise for your town or county.

Rockford Furnace Co., Rockford, Ill.

## FOR QUICK SALE

## WOOD FACES

Mfg. by U. S. Register Co.

2000—12" x 16".....15c each  
575—16" x 18".....30c each  
475—12" x 24".....30c each

## NOTICE

This is a real buy. Two 12x16 faces may be placed end to end, thereby making a suitable 12x32 opening for a 16-inch Cold Air Return. The other two sizes will amply take care of a 14-inch return.

## ACT QUICKLY

If You Want Your Share

**HOMER FURNACE COMPANY**

Coldwater, Michigan G495

## SPECIAL NOTICE

## WANTED

Experienced furnace salesman for the State of Iowa. Write, stating experience, salary, and references. Address D495, American Artisan, 620 So. Michigan Ave., Chicago, Illinois.

## SALESMAN

Experienced furnace salesman for Southern Illinois and Indiana residing in or near Indianapolis. Write, stating experience, salary and references. Address E495, American Artisan, 620 So. Michigan Ave., Chicago, Ill.

## NOTICE

To those answering Special Notice and Want Advertisements

ONLY FIRST CLASS MAIL  
CAN BE FORWARDED

WANTED  
An Assistant  
Salesmanager

a man capable of intelligently handling a vast amount of correspondence. Must write good clean sales letters and work with a large force of salesmen. Must understand warm air heating. Address the Midland Furnace Company, Box 217, Station A, Columbus, Ohio.

F-495

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FOR MANY YEARS

It Pulls Business Your Way!

KERNCHEN SIPHONAGE  
VENTILATOR



**KERNCHEN COMPANY**

Ventilating Engineers

333 N. MICH. AVE., CHICAGO

SUPPLY your next job with "K.S.V." and you never will have a complaint. Complete stock on hand for prompt shipment.

Write to-day for complete data and prices Made only by

March 23, 1929

AMERICAN ARTISAN

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**A-C MANUFACTURING CO., Inc**

417 TO 423 SHERMAN ST.

PONTIAC, ILL.

AUTO ACCESSORIES

FARM IMPLEMENTS

A-C AUTOMATIC HEAT BOOSTER

March 12, 1929

American Artisan  
620 S. Michigan Ave.  
Chicago, Ill.

Gentlemen:

A few months ago we started to advertise in your publication our A-C Automatic heat booster for warm air furnaces.

Prior to this we have been advertising various items in different national publications, therefore do appreciate results.

Our purpose in writing you at this time is to let you know that we are very grateful to the American Artisan for its pulling power with the trade that we have been endeavoring to reach.

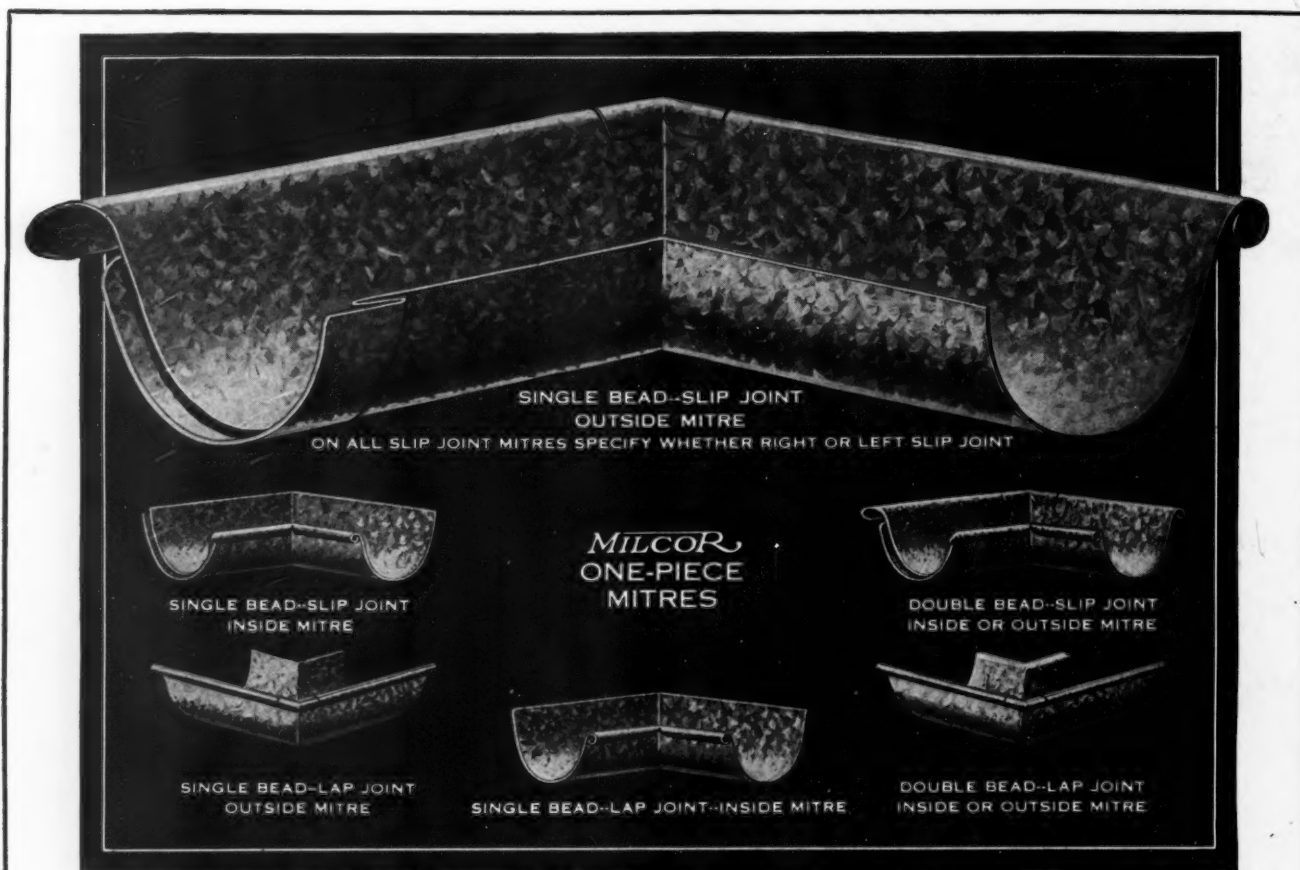
The inquiries which we have derived from our advertising in your publication have been very numerous and a number of them have resulted in sales and good repeating accounts.

Very truly yours,

A-C MANUFACTURING CO. INC.

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BY...*D. N. Capes*...



### Tie Up with a Dependable Source of Supply. Sell Milcor Known Quality

Because a known quality product is easiest to sell, and because a dependable source of supply is necessary to every successful business, you will find it profitable to depend upon Milcor for Rain Carrying Equipment, as well as other Sheet Metal Products. "Crimpedge" Eaves Trough and "Interlock" Pipe should be in your stocks now.

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Elbows, Cutoffs, Hooks, Mitres, Ends and Drops, Hangers made in Milcor Plants are formed perfectly for quick assembly

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All Milcor Rain Carrying Equipment is available for quick shipment from Milwaukee or Branch House stock in Galvanized Sheet Steel Galv. ARMCO Ingot Iron, Galv. Coppered Metal and Anaconda Copper.

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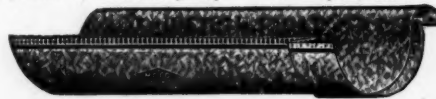
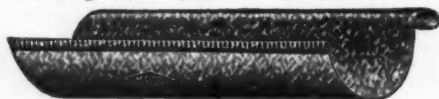
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